Board of Trade Journal

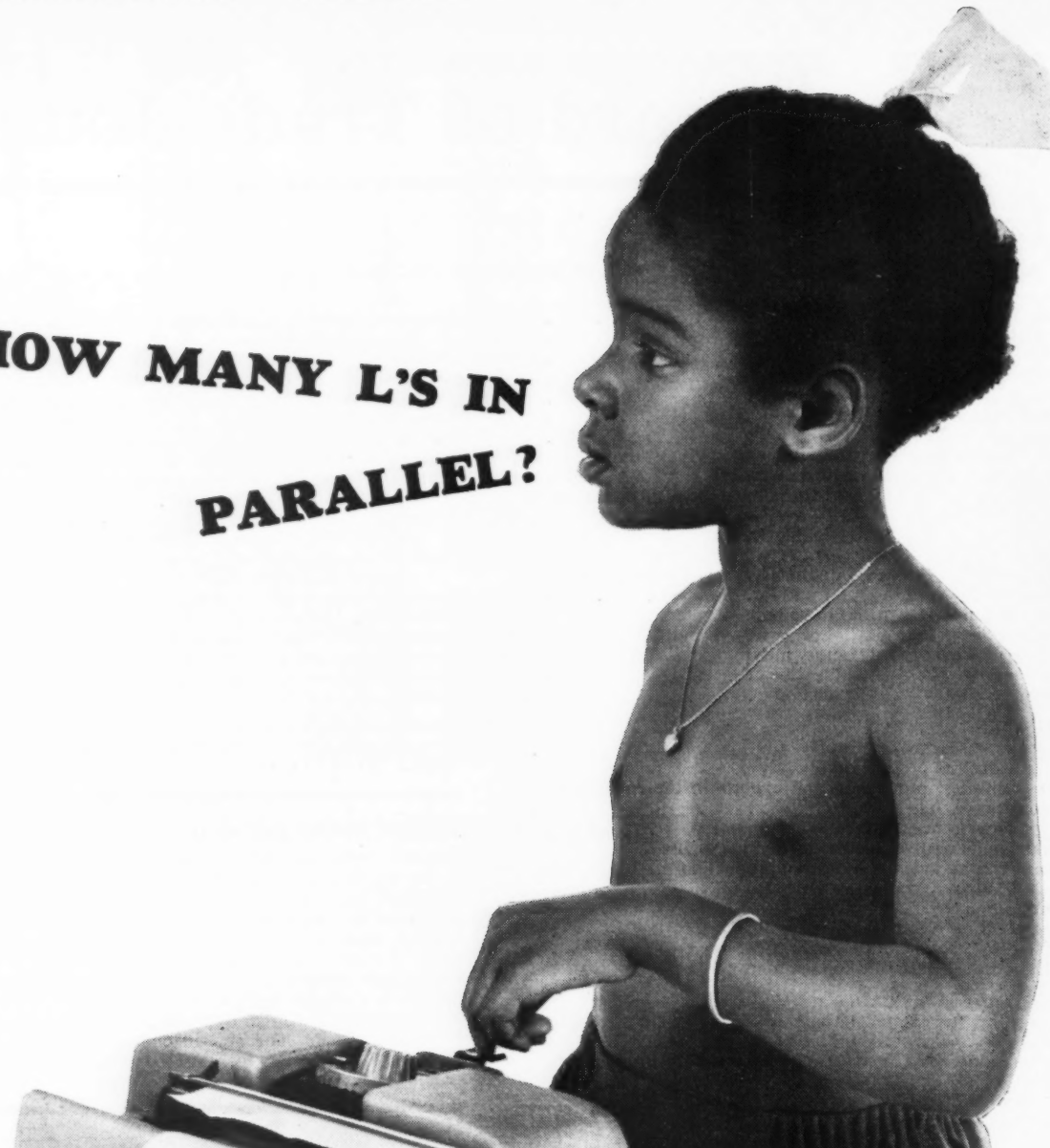
THE UNIVERSITY
OCT 21 1965
PERIODICAL
READING ROOM

Volume 189, No. 3576 Published by Her Majesty's Stationery Office 1 October 1965

1s. 6d. net

HF
183
.B66

HOW MANY L'S IN PARALLEL?



A question which has stumped more experienced secretaries than Joanna. But when she grows up, she'll have to cope with trickier words than that. Words like 'thermodynamics', 'hydro-electric' and a lot that end in '-istics' and '-ology'. Words that reflect an industrial revolution in the new emergent countries of the Commonwealth. Barclays D.C.O. is assisting them by fostering trade and providing financial stability. Our knowledge of local conditions and market trends is exceptional. British exporters, please note.

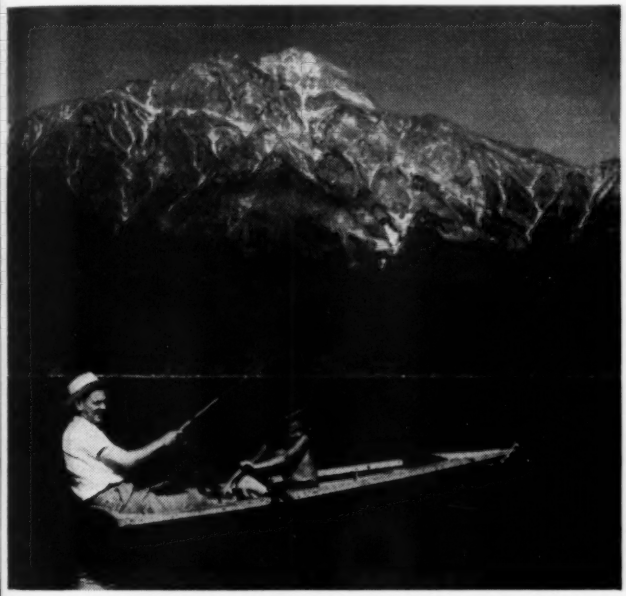
For detailed reports, from our branches on the spot, concerning trade with Africa, the Mediterranean or the Caribbean, write to our Intelligence Department at 54 Lombard Street, London, E.C.3.

Barclays Bank D.C.O. *Britain's Largest Overseas Bank*

Canada: Land of opportunity

By A. CURRALL, CMG, MINISTER (COMMERCIAL), BRITISH HIGH COMMISSION, OTTAWA.

This is the first of a series of articles on Canada in anticipation of 'Canextour' which begins at the end of this month. During the tour two teams of British Trade Commissioners from Canada will interview some 800 United Kingdom firms with the object of increasing our exports to this valuable market.



Angling at Patricia Lake, Jasper National Park, Alberta, Canada.

THE MONEY IS THERE. The goodwill is there. So is the market. As they are reputed to proclaim at mealtimes in the lumber camps, 'Come and get it'.

My subject is Canada. By any standards, the Canadian import market is one of the great markets of the world. It is pointless to relate Canada's import capacity to its relatively small – but very rapidly increasing – population of just under 20 million. Canada has a standard of living second in the world only to the United States – the average Canadian yearly income per head is about £100 more than in the United Kingdom – and every one of its young, freely-spending people buys on an average over £300 a year of retail goods alone.

In 1963, Canadian imports were equal to one-third of the total goods imported by the United States, which has nearly 10 times the number of people. And two-thirds of Canadian imports are of manufactures – nearly a third of these capital goods.

The future could hardly be more attractive for the United Kingdom exporter. Canada's Economic Development Council estimates that Canadian imports over the next few years will continue to to grow at an annual rate of 6½ per cent, reaching a level of 10 billion dollars by 1970. Last year the figure was over 14 per cent, and this year so far it is 9 per cent.

But how easy is it for us to get in among these rewards? Everyone has heard dispiriting stories in the past about barriers to our trade – unintentional, perhaps, but still barriers – caused by Canadian valuation and anti-dumping procedures. These could often more than nullify the tariff preference accorded to many British goods.

In the most recent Canadian Budget, however, the Finance Minister announced changes in the Customs Act 'to deal with the case put forward by the British Government that there are some features of our Customs Law which bear inequitably and unreasonably on British goods by comparison with goods from other countries.' These changes, proposed by Mr. Walter Gordon last April, have since been passed into law, and the Government in Ottawa has promised that the new legislation will be used to remove any discrimination brought to its attention. Some 20 requests for lower valuation on British goods are now before the Minister of National Revenue, and well over 50 more cases are being prepared.

I spoke recently to the Canadian Association of Purchasing Agents at their meeting in Ottawa and told them: 'Now we look forward to the opportunity of being competitive over a wider field and so achieving the volume of sales which are so essential to profitability . . . in the months to come you will see all around you in Canada the evidence of a new and major selling effort by Britain, a sales effort inspired by Mr. Gordon's "signal" to us, and animated by enthusiasm and determination to succeed.'

The first manifestation of this new effort was not long in appearing. The Birmingham Chamber of Commerce and Industry was even then preparing to send a 17-man selling mission to Canada. The team will fly into Montreal on October 16, just six days before the mission of British Trade Commissioners in Canada – known as Canextour – leaves the same exciting city for the United Kingdom where, for several weeks, they will talk to numerous individual British firms about the prospect of increasing exports to Canada.

The Birmingham mission is the first of several of the same nature. We hope that many more will follow. The group – all senior representatives of industrial firms in the area – will, after Montreal, visit Toronto, Winnipeg, Edmonton and Vancouver. Some members will also visit other parts of Canada individually, either immediately before or afterwards.

As the men from Birmingham go about their vigorous and dedicated task, the Canextour team will be holding talks in Britain with British manufacturers. Canextour aims at bringing detailed information about the Canadian market to British manufacturers of selected groups of products which we feel offer particularly good prospects for an expansion of our exports. Eleven product groups have been chosen and personal invitations to meet one of the visiting officers have gone out to heads of firms concerned throughout the country. More than 800 interviews are expected.

But even with a booming economy and a dollar-laden populace which has shed the old Scottish traits of putting most of it by for a rainy day; even with the unintentional discrimination against our goods being worn down; even with all this, it is going to be very far from a pushover to sell British on the scale needed to cut substantially into the enormous imbalance in Anglo-Canadian visible trade (£260 million last year).

For one thing, many Canadian industries are dominated by United States' firms or their Canadian subsidiaries – not surprising

expanding abroad?

LOOK AT ONTARIO

Now is the time for Action in Canada
Ontario offers the opportunities

Canada is a fast growing market, in 20 years the population has grown from 12 to 19 million, the Gross National Product from $12,000 million to $46,000 million.

Ontario's Share

50% of the industrial output
33% of the population
30% of the mineral output
25% of the agricultural output

Ontario's Economic Growth

Gross Provincial product up 8%
Number of new jobs in 1964 up 89,000
Number of new industries in 1964 163
Unemployment down to 3.3% of work force
Personal incomes up 7%
Manufacturing shipments up 8.5%
Industrial Production up 9%

Concessions for New Industries

Locating in designated areas: (in Ontario—BRACEBRIDGE, ELLIOT LAKE, PARRY SOUND, STURGEON FALLS, OWEN SOUND, COLLINGWOOD, MIDLAND).

Three year corporation income tax holiday OR Capital grant towards cost of new machinery, equipment and buildings.

Depreciation allowances—new machinery 50%, new buildings 20%.

Locating anywhere: (with 25% Canadian ownership).

Depreciation allowances—new machinery 50%, new buildings 20%.

Ontario manufacturers are interested in starting joint ventures or manufacturing new products under licence for the Canadian and the U.S.A. markets. Worthwhile projects may qualify for financial assistance.

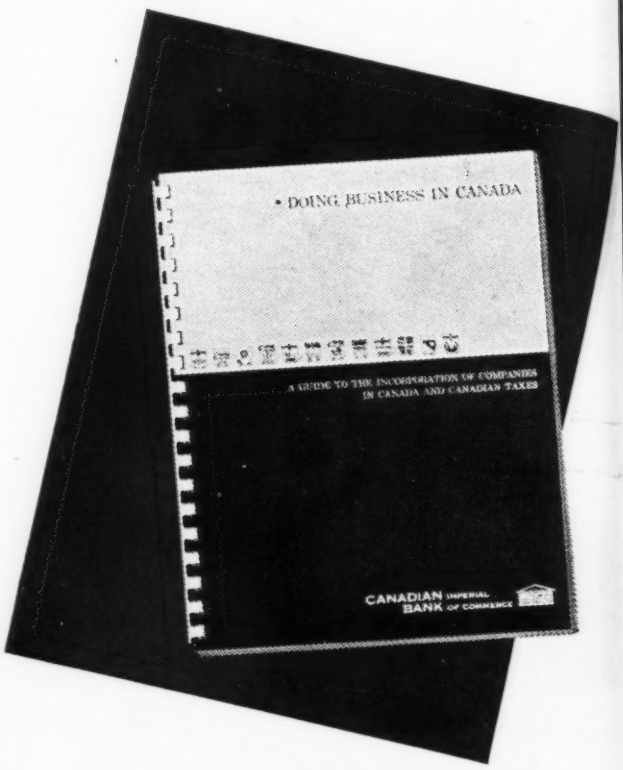
Overseas Companies with new or advanced products or manufacturing techniques are invited to investigate these opportunities.

Further information and introductions from:—

Trade and Industry Branch
Ontario Government
Ontario House
13 Charles II Street
London SW1
WHItehall 6404

ONTARIO
PROVINCE OF OPPORTUNITY

This book gives you basic facts on how to do business in Canada


• DOING BUSINESS IN CANADA
A GUIDE TO THE INCORPORATION OF COMPANIES IN CANADA AND CANADIAN TAXES
CANADIAN IMPERIAL BANK OF COMMERCE

If you do business in Canada, or are considering expansion into our country, you will find a useful guide in our authoritative book—"Doing Business in Canada," designed for executives the world over. Just send us a letterhead request for your free copy.

CANADIAN IMPERIAL BANK OF COMMERCE

(Incorporated in Canada with Limited Liability)

Over 1300 branches cover Canada

Head Office: Toronto 1, Canada

LONDON BRANCHES
2 Lombard Street, London, E.C.3
48 Berkeley Square, London, W.1.

EUROPEAN REPRESENTATIVE
Hochhaus zur Palme,
Bleicherweg 33, Zurich, 2 Switzerland

when one considers the geographical and economic factors. For another thing, we are still some way from getting completely on the right wavelength of Canadian requirements. Nevertheless, while it is obviously out of the question for British exports to Canada ever even to approach those of the United States (but surely we can improve on our present disappointing performance of under 8 per cent of the Canadian import market?), five years ago our share was 10 per cent, and if it had been the same today we would have been exporting an additional £72 million to Canada.

As my former colleague, Kenneth McGregor, has written recently in his booklet published under the auspices of the Committee for Exports to Canada, exporting to Canada is not a soft option. Those who are only in a position to make the occasional easy sale will not find that continuing business comes their way. Selling in this market requires careful planning and capital investment in facilities for stockholding, introducing the product to the market, servicing, etc.

It will often pay to answer an initial inquiry by transatlantic telephone. If not, firms should at least make sure that they reply by air mail. (It is amazing how often this point is overlooked.)

Canada covers close on 4,000,000 square miles. But before the businessman boggles at the idea of covering an area 40 times the size of Britain he should remember that most of the population is heavily concentrated in a few relatively small areas, mostly in close proximity to large centres of population in the United States and connected with each other by efficient and cheap air travel facilities. The country can in fact be conveniently divided into five marketing regions, taking into account the climatic differences from east to west, the varying economic conditions and the structure of the population in terms of regional characteristics.

In order of size of population the five marketing regions are: Ontario, Quebec, the Prairie Provinces (Alberta, Saskatchewan and Manitoba), British Columbia and the Atlantic Provinces (Newfoundland, Prince Edward Island, Nova Scotia and New Brunswick).

One of these marketing regions can be selected for survey and

TO SELL CANADIANS YOU MUST FIRST **REACH** THEM

And this you can do now most economically through the right Maclean-Hunter publication or Trade Show. Over 75 separate buying groups in Canada are now served by a Maclean-Hunter publication. Details are supplied in our new booklet "How to Sell Canada". Write or phone for your copy . . . it is free!

MACLEAN-HUNTER OF CANADA
85 Jermyn Street, London, S.W.1. GER 0644.

Equipment being erected by AEI Ltd., Great Britain, at Tufts Cove Power Station as the main generating system of power for Nova Scotia. Mr. Eric Patterson (second from left) and Mr. G. Ronald Latham (fifth from left) are Assistant British Trade Commissioner and British Trade Commissioner respectively.

consult us at the earliest planning stage. More than 1000 Royal Bank branches throughout Canada are in an excellent position to provide practical help and information to anyone interested in this growing market. Wholehearted co-operation and practical assistance is available to you through our London offices.

THE ROYAL BANK OF CANADA
incorporated in Canada in 1869 with limited liability
HEAD OFFICE: MONTREAL · ASSETS OVER $6,000,000,000

LONDON BRANCHES:
MAIN BRANCH: 6 Lothbury EC2 · MONarch 6633
WEST END : 2 Cockspur St. SW1 · WHitehall 7921

CANADA READS SOUTHAM PUBLICATIONS

In marketing to Canada include Southam in your advertising plans.

Publishers of Daily Newspapers

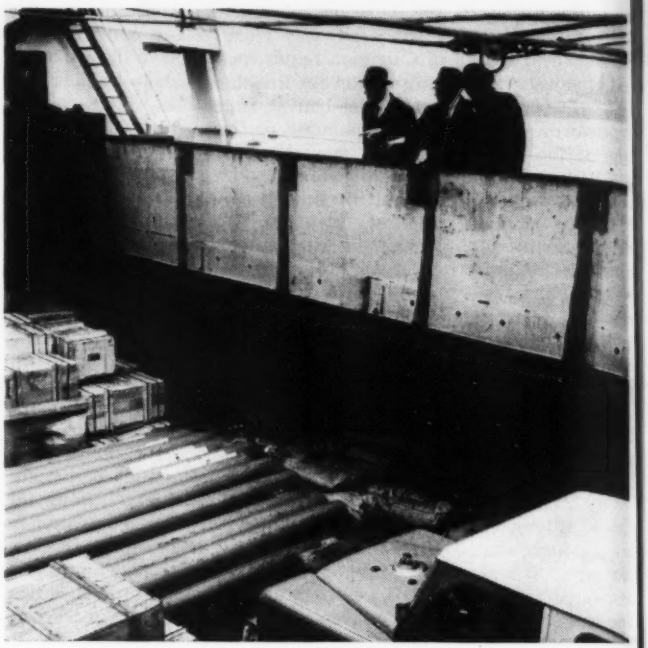
The Ottawa Citizen
The Hamilton Spectator
The North Bay Nugget
The Winnipeg Tribune
The Edmonton Journal
The Medicine Hat News
The Calgary Herald
The Vancouver Province
(Published for Pacific Press)

Business and Professional Publications

52 Trade, Technical, Professional and Business Publications including The Financial Times of Canada, Executive Magazine and Journal of Commerce.

Exhibition organisers and direct mail facilities.

For further information on any aspect of the Canadian market contact E. P. Wilson, European Manager, Southam Publications of Canada, 40/43 Fleet Street, London, E.C.4. Telephone: LUDgate Circus 7366



Mr. Ross Thatcher (centre), Prime Minister of Saskatchewan, at present visiting England, on board the cargo vessel 'Warkworth' before it left the Tyne for the port of Churchill with a cargo of firebricks, Scotch whisky, beer, bone meal, glass and six Land Rovers.

test marketing purposes. If an agent is appointed it will often pay to confine him to selling in the selected area only, rather than give him the whole of Canada as his territory. If the initial experiment shows that a demand exists or can be created for a particular product, the manufacturer can then set out to win a sizeable share of the market in his chosen first region before going on to develop the other regions. In this way a sound basis for eventual cross-country marketing can be established.

Direct personal contact with distributors and key potential clients is a 'must' in the early stages. In dealing with a company whose address is in the Province of Quebec it is wise to consider whether the management of the company may be French-speaking. If there is reason to suspect this, it will repay to conduct at least the initial contacts in the French language. There also has to be ready and speedy service and, above all, deliveries on time. It never pays to make a deliberately optimistic estimate of the date of delivery.

Products acceptable in the British market do not necessarily sell well in Canada. Others may need modifications in styling to suit Canadian tastes. Style and visual appeal are of great importance in Canada, and this applies to capital goods as well as consumer goods.

Competitive pricing is important, and this we already achieve in large measure. For products requiring a high labour content, British firms often have the edge over both Canadian and United States manufacturers, whose labour costs are high – even with so much automation around. This largely offsets the differences in transport costs.

The Canadian consumer, like every other, has an eye for price and value. But his judgment of quality is not particularly based on durability. As in the United States, preferences are mainly for the latest in design rather than something that will last.

Attractive packaging has long been a main feature of sales promotion in Canada. Packaging of consumer goods is still more common than in Britain, e.g. hand tools are often sold in transparent packages, and there are certain differences in the types of materials employed and the use of colour and designs.

When planning distribution to the markets of Quebec, Ontario, Manitoba and Saskatchewan, allowance should be made for the

winter freeze-up which closes all ports except those on the Atlantic and Pacific seaboards. Delays in deliveries during the autumn may mean shipment by the winter route overland to these markets and this introduces delays and increases costs, and for some products may mean that they are not usable until the following spring. British Columbia and Alberta are served from the Pacific ports which are open to navigation all the year round, and the Maritimes ports are also ice-free.

Air freight will often be a more effective form of delivery than sea. For an increasing range of goods it is not much dearer. It is usually much more certain in terms of date of delivery, packaging is less expensive and there is less likelihood of damage. The freight period during which the goods have to be financed is greatly reduced. The customer gets better and more reliable service.

Merchandising and selling in Canada is given much greater emphasis than in the United Kingdom, and it is essential that British exporters should either study North American marketing and sales promotion techniques or employ Canadians who will look after their interests in this respect.

The American and the Canadian product is widely and energetically advertised. Overflow advertising from the United States through press, radio and television gives United States' competitive products additional promotion, and in many cases – especially in large centres near the border, such as Toronto and Montreal – United States' products are already well known in Canada even before they are marketed there.

Within the budgets which are economically available, the British seller has to do his best to compete with this heavy advertising by his rivals. Press, radio and television are the main advertising media. Posters and cinema advertising are not used to the same extent as in Britain.

The important difference between the daily press in Canada and this country is that there are no Canadian daily newspapers with national coverage. Most of them cover the metropolitan area in which they are published, with a spill-over circulation into the surrounding rural areas and small towns. (The largest circulations are around 300,000.) But a number of magazines and weekend newspapers have national coverage.

All radio and television stations in Canada (except a handful of educational ones) accept advertising – in the form of both individual commercials and of sponsored programmes. Radio stations cover 98 per cent of the population and television stations 94 per cent. The Canadian Broadcasting Corporation operates radio and television networks in both French and English – the former mainly in the province of Quebec, the latter stretching from coast to coast. There is also a second national television network – CTV – an affiliation of 22 privately owned stations operating in virtually all major centres of population across the country. A majority of Canadians have a choice of alternative Canadian or United States radio and television channels.

Profit margins required by Canadian agents and distributors are impressively higher than those usual in Britain. This applies, of course, to products from all countries, including Canada! This is often a cause of worry to British exporters, but generally speaking

Serving a meal to economy class passengers during a BOAC Trans-atlantic flight. Individual portions of Ilchester Cheese, provided with these meals, have helped the Ilchester Cheese Company to increase their sales to the United States and Canada.

our prices are low enough to stand the extra mark-up and still make our goods competitive.

(*continued on next page*)

60 Trafalgar Square, London, W.C.2

is where you will find friendly advice and all the information you'll need if you want to expand your trade with the North American continent.

The Canadian Atlantic Provinces—Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland—are nearer than you think. Great opportunities are waiting for the enterprising industrialist.

Write, phone or call in on Mr. H. Watson Jamer, Agent-General. Here's the address again: The Canadian Atlantic Provinces Office, 60 Trafalgar Square, London, W.C.2. telephone: **WHITEHALL 8717**

Thinking of Trade with

CANADA?

If so, you will find our booklet 'YOUR GUIDE TO ESTABLISHING A BUSINESS IN CANADA' a useful publication.

Why not write for a copy to our Business Development Department at 47 Threadneedle Street, London E.C.2.

BANK OF MONTREAL

CANADA'S FIRST BANK

Covers Canada Spans the World

Over 950 Offices across Canada and Abroad

J. A. HOBSON
General Manager for Europe (Resident London, England)

LONDON Main Office: 47 Threadneedle St, EC2 DONALD R. McCALLUM, Manager
West End Office: 9 Waterloo Place, Pall Mall, SW1 ERIC M. WEST, Manager

PARIS No. 10 Place Vendome, Paris 1er, France
C. E. NOBLET, Asst. Gen. Manager Europe (Resident Paris)

DÜSSELDORF Königsallee 6, Düsseldorf, Federal Republic of Germany
R. J. R. BONNELAND, European Representative

CANADA, *continued*

Service facilities for capital goods must be at hand before sales are made. Canadians are used to telephoning the manufacturer for spare parts and these can be flown to them from the United States or the local factory in a few hours. If the British manufacturer is to enter into and prosper in the Canadian market he must be able, through his subsidiary office, agent or distributor, to offer an equally good service to that supplied by the North Americans. In some cases he could offer equally good facilities by air freight, but, failing this, sufficient stocks of spares must be maintained to provide the necessary service, especially during the winter when the St. Lawrence freezes. Good technical support must be provided where the user is dependent on the manufacturer for advice.

Delivery dates, of course, are of great importance. If a British product is subject to very long delivery, this may make it more difficulty to sell in Canada. Anything that can be done to shorten our delivery periods will help.

But enough of the difficulties of selling to Canada! The British product has a great reputation in Canada for quality and the British trader for fair and reliable dealing. Usually we can offer a competitive price and it should not be unattainable to match foreign competition on good delivery and good servicing.

The prizes are great, and for an increasingly wide range of British exporters the effort will now be worth while.

'Call Export Intelligence'

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need-for the price of a telephone call

The Board of Trade's 'Call Export Intelligence' advertising campaign was resumed conjointly in sections of the National Press and the *Board of Trade Journal* of September 24 (page 677). The resumption was decided upon following the success of the previous campaign which brought in many inquiries from all parts of the country and especially from the London and South Eastern region (see *Board of Trade Journal*, September 10, page 550).

One of the major themes in the new campaign is the importance and availability of the fast accurate tariff information provided by the Board of Trade as a confidential personal service to British businessmen. The headquarter's telephone number in London is City 9633. Provincial telephone numbers are on page 677 of last week's issue.

Swiss mission to visit United Kingdom

FOURTEEN LEADERS of the Swiss Construction Equipment industry will arrive in this country on October 3, for a 10 day visit during which time they will make contact with United Kingdom firms and visit sites to see equipment in operation. Their itinerary will cover most of the South of England and the Midlands and there are many firms not on the programme who would have liked to be visited, had the tour been longer.

This Mission, which is organized by the Federation of Manufacturers of Construction Equipment in conjunction with BNEC and the British Embassy in Berne, has been planned to take place now because of the excellent potential for United Kingdom exporters in Switzerland at the present time, particularly the extension of the Autobahn system which will take several years to complete.

Further information may be obtained from the Federation of Manufacturers of Construction Equipment, 121 Queen Victoria Street, London, E.C.4. (Tel. Central 0311).

Tool-buyers' mission from Norway

A MISSION of twenty potential purchasers of hand tools and engineers' tools arrived from Norway, on September 26, as guests of the Federation of British Hand Tool Manufacturers and the National Federation of Engineers Tools Manufacturers in Sheffield. The Mission will spend a week in this country visiting some eleven firms in the Sheffield area, and will also visit the Sheffield Industries Exhibition.

Plea for greater freedom in overseas insurance markets

— *Mr. Douglas Jay*

SPEAKING TO THE Chartered Insurance Institute at its Annual Conference in Edinburgh on September 24, Mr. Douglas Jay, President of the Board of Trade, said that insurance had the great distinction – which few industries could rival – that about 70 per cent of its non-life premium income, and about 50 per cent of its total income, came from overseas. That meant a gross overseas income of over £1,000 million a year. These were gross and not net figures.

'Great difficulties have been placed by other countries and other Governments in the way of British insurance earning the net income from abroad of which its efforts justify,' he said. 'Despite all these obstacles, however, the two items on our balance of payments under which insurance earnings are counted nowadays – "interest, profit and dividends" and "other" overseas receipts – have both been showing an encouraging growth of net earnings in recent years.

'It must be the aim of the Board of Trade and British insurance firms together to strive for greater freedom in overseas insurance markets and to build up steadily the industry's net earnings. I am delighted to see that, in its contribution to the National Plan published a week ago – which I emphasise is not just a Government, but a Government and industry co-operative effort – the insurance industry estimates that throughout the period up to 1970, 70 per cent of non-life business is still expected to be transacted overseas. A 90 per cent increase in real output between 1958 and 1970 is expected, with only a small increase in employment. This implies a rise in productivity due to greater efficiency, which is a shining example to many other industries', he added.

Mr. Roy Mason to visit Scotland

MR. ROY MASON, Minister of State (Shipping) at the Board of Trade, is to visit Scotland on October 13 and 14 to look at shipbuilding yards in Aberdeen and Dundee and on the Clyde.

During the morning of October 13, the Minister will visit two yards in Aberdeen and in the afternoon he will see the shipbuilding yard at Dundee. In both Aberdeen and Dundee there will be opportunities for the Minister to meet local representatives of the Unions.

On Thursday October 14 the Minister will visit the Yarrow shipyard and also the Admiralty Research Department on the Clyde. Mr. Mason will then see the repair yard of Barclay Curle and Co. Ltd. and will later meet representatives of the Scottish TUC.

Lord Rhodes to visit the US and Mexico

LORD RHODES, Parliamentary Secretary, Board of Trade, is to make a five-week tour of the United States beginning on October 6. He will also visit Mexico, being the first Board of Trade Minister to visit that country since 1962.

The purpose of Lord Rhodes' tour is to carry out an on-the-spot survey of the export opportunities in these two countries and to make personal visits to a number of leading department stores across the United States which are featuring special displays of British consumer goods. These store promotions are sponsored by the Board of Trade.

During his tour Lord Rhodes will visit Chicago, San Francisco, Los Angeles, Washington, DC, Richmond, Houston, Dallas, Atlanta, Charlotte and New York. In Mexico he will visit Mexico City, Guadalajara and Monterrey. He will meet American businessmen, British representatives and agents and senior Government officials and address organizations interested in international trade. He will also make a point of meeting the buying public who attend the store displays. In Mexico he will meet Government officials, businessmen and members of the British Chamber of Commerce and the Anglo-Mexican Businessmen's Committee.

The Parliamentary Secretary is having discussions about his programme with the British National Export Council, the American Chamber of Commerce in London, and with British industrialists who export to the United States and Mexico.

Imports from China

FOR THE benefit of traders who may be intending to visit the Canton Fair, the Board of Trade, in Notice to Importers No. 1119 of September 28, give preliminary information about the licensing arrangements for imports from China during 1966. A further Notice will be issued when final details have been settled.

Quotas will not be less than those prevailing in 1965 and listed in Appendix B of Notice to Importers No. 1098, dated February 18, 1965, and licences to the full value requested will be granted for items listed in Annex A to that Notice. It should, however, be noted that the quota for clocks will include an internal limit of £20,000 on mechanical alarm clocks. Open individual licences will continue to be issued for imports of eggs and egg products.

Arrangements for licensing against the cotton and rayon piece-goods quota, the manufacturers of cotton, linen and man-made fibres quota and the silk piece-goods quota will be set out in a later Notice. For all other quotas, applications for licences will be considered on the basis of evidence of firm offers by the Chinese export corporations and subsequent acceptance by the applicant. As licences will not be issued in excess of quotas, applicants are advised to ascertain from the Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4, whether a portion of the quota can be reserved on their behalf before concluding contracts.

Balances remain on most 1965 quotas, and until December 31 licences will still be issued against them. In the following cases, however, the quotas have been fully, or virtually fully, allocated and further licences will be made valid only for imports on and after January 1, 1966.

Basketware of cane, wicker or willow.
Clocks.
Enamelware.
Fish – fresh, frozen or preserved, *other than* fish packed in airtight containers.
Glassware, table.
Hardware (nuts, bolts, padlocks, etc.).
Hurricane lamps.
Meat and meat products, frozen or in airtight containers:
  Rabbit, frozen.
  Canned pigmeat, including ham.
  Other, excluding poultry.
Pencils and crayons.
Pottery.
Silk yarns.
Toys and games.
Vacuum flasks.
Vegetables, canned or dried, *other than* Chinese specialities as listed in Annex A to Notice to Importers No. 1098, cauliflowers and onions in brine, and canned tomatoes.
Woollen piece-goods.

It should be noted that reservations can be made only against current offers from Chinese export corporations, and that licences will be issued only against offers and acceptances dated after the issue of this Notice except where applicants can show that a phased delivery programme running into 1966 has already been agreed between the two parties to the contract. Agriculture and food imports will, of course, in addition, continue to be subject to the appropriate animal, public and plant health requirements.

Imports of coffee

THE BOARD OF TRADE announced in Notice to Importers No. 1120 dated September 24, that it has now been decided that all open individual import licences issued valid to September 30, 1965, should be extended to September 30, 1966. These arrangements may, however, be varied before that date should changes become necessary in order to fulfil obligations under the International Coffee Agreement.

The arrangements for the imposition of import control over coffee from all sources were set out in Notice to Importers No. 1080 of September 29, 1964. A further Notice, No. 1103, was issued on March 27, 1965.

No endorsement of licences is necessary to give effect to this extension and licence documents should *not* be returned to the Board of Trade for amendment.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 15, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.18	Barium hydroxide . .	As in previous column .	December 31, 1965	6167
29.06	2 - *tert*Butyl - 4 - ethyl-phenol.	As in previous column .	December 31, 1966	6745
29.13	(+)Camphor . . .	Refined natural camphor powder.	December 31, 1966	6727
29.14	*n*-Heptyl acrylate . .	Heptyl acrylate . .	December 31, 1966	6747
29.35	Penthienate hydrochloride.	2 - Diethylaminoethyl - 2 - cyclopentyl - 2 - (2 - thienyl) hydroxyacetate hydrochloride.	December 31, 1966	6750
29.44	7 - Chloro - N[1] - hydroxy-methyltetracycline, sodium salt.	N - Methylol - chlortetra-cycline (chlormethylen-cycline).	December 31, 1966	6738

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty as from December 31 on the following items which are at present temporarily exempt from import duty:

Tariff heading	Description	Reference
28.29	*di*Sodium phosphorofluoridate	6639
29.02	*a a*[1] -Dichloro-*p*-xylene	8816
29.05	*a*-*n*-Amylcinnamyl alcohol	8819
29.11	*p*-Tolualdehyde	8818
29.14	*o*-Chlorobenzoic acid	8236
29.16	*o*-Ethoxybenzoic acid	8817
29.22	*N*-Cyclohexylethylamine	6358
29.22	*N*-Cyclohexyl*iso*propylamine	6357
29.23	2-Cyclohexylamino-1-phenylethanol	6356
29.23	β-Cyclohexylaminopropionic acid	6361
29.29	Aminoguanidine sulphate	6271
29.35	Di-(4-morpholinyl) disulphide	8823

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY, LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephones: ARTHINGTON 2121 TELEX. 55103 Grams: WHITELEY. POOL-IN-WHARFEDALE

Kennedy Round agricultural offers

A FURTHER stage in the Kennedy Round negotiations in Geneva took place on September 16 when, in accordance with the agreed timetable, offers to negotiate concessions in the agricultural sector, subject to a satisfactory balance of advantage in the over-all negotiations, were tabled by Britain, together with the United States and several other countries, including Australia, Canada, New Zealand, and most other EFTA countries. It is understood that offers will shortly be tabled by several other countries taking part in the negotiations. It will be recalled that discussions have been proceeding between delegations of participating countries on the industrial offers submitted in November 1964.

BEN LINE

FAST TO
AND FROM THE
FAR EAST
AND INDONESIA

BEN LINE

Passenger accommodation available

MANAGERS:
Wm. THOMSON & COMPANY
EDINBURGH

London Agents, Loading Brokers and Passenger Agents
KILLICK MARTIN & COMPANY LIMITED
20 Mark Lane, London. MIN 3100

BL13

The EFTA (Origin of Goods) (Amendment No. 2) Regulations, 1965

THE EFTA (Origin of Goods) (Amendment No. 2) Regulations, 1965, published recently (S.I. 1965 No. 1731) amend the EFTA (Origin of Goods) Regulations, 1964 (S.I. 1964 No. 1966). The Regulations provide for goods consigned to the United Kingdom from a Customs warehouse in a non-EFTA country to be treated as consigned from a place in the EFTA area where it can be shown to the satisfaction of the Customs Authorities that the goods:

(a) were consigned from an EFTA country to the Customs warehouse and
(b) have remained continuously in that Customs warehouse and no substitution or addition of other goods has taken place and
(c) have been consigned to the United Kingdom from that Customs warehouse and
(d) are in the same state as they were in when consigned from that warehouse and
(e) are entered on importation into the United Kingdom within 12 months from the date of their exportation from a place in the EFTA area.

The amendment will take effect on October 1, 1965.

Copies of the new Regulations are obtainable from HM Stationery Office, Kingsway, London, W.C.2 and branches, price 3d. (by post 6d. from HM Stationery Office, P.O. Box 569, London, S.E.1).

Industrial training and training in safety

THE NEED for Industrial Training Boards to include in their plans specific provisions for safety training is called for by the Central Training Council in a memorandum issued on September 22, not only to the Industrial Training Boards but also to employers' associations, trade unions, local education authorities and other interested authorities.

The council's statement refers to the extent of the problem which was spotlighted recently by the publication of the 1964 Report by the Chief Inspector of Factories.

Accidents reported under the Factories Act in 1964 totalled over 268,000 and included 655 deaths. This represented a rise of more than 30 per cent above the figure of approximately 204,000 for 1963, which itself exceeded the 1962 figure.

Accession of the Philippines to the Industrial Property Convention

THE GOVERNMENT of the Republic of the Philippines has given notice of its accession to the International Convention for the Protection of Industrial Property as revised in Lisbon in 1958. An Order in Council was accordingly made on September 18, 1965, declaring the Philippines to be a Convention country for all the purposes of the Acts relating to patents, designs and trade marks.

The Order (SI 1965 No. 1711) came into operation on September 27, 1965. Copies may be obtained from the Sale Branch of the Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from HM Stationery Office. Price 3d., by post 6d.

ICIREPAT meeting

THE 5th Annual Meeting of the Committee for International Co-operation in Information Retrieval among Examining Patent Offices (ICIREPAT) took place at 6 Burlington Gardens, London, W.1, from September 1-9, and was attended by 49 delegates from 16 countries.

The Committee, which was founded in 1961 to foster international co-operation on problems associated with the patent novelty search, holds its annual meeting in a different country in successive years, this being the first occasion on which the United Kingdom Patent Office has acted as host.

Reports were presented on the progress made by the member offices in the field of information retrieval during the past year. Many technical papers, including papers on the mechanization of the indexing and search procedures were also presented during the conference. The meeting agreed on steps to give further impetus to the co-operative development and shared use by Patent Offices of indexing systems in various fields of technology.

Printing and Sale Branches of the Patent Office to go to St. Mary Cray

AS PART of the plans for dispersing certain Government Departments outside central London, the Printing and Sale Branches of the Patent Office are to move from State House, High Holborn, W.C.1 and from 25 Southampton Buildings, Chancery Lane, W.C.2 to new offices at Block C, Station Square House, St. Mary Cray, Orpington, Kent. (Tel. Orpington (dial MM) 32111; telegrams Patoff, Orpington).

The Printing Branch will be in operation at the new building as from October 4, 1965 and the Sale Branch will follow on October 18, 1965.

A sales counter for the current week's and two previous weeks' Patent Office publications will be maintained in London at the present location at the Quality Court entrance of the Patent Office at 25 Southampton Buildings, Chancery Lane, W.C.2. Orders for earlier publications will be accepted at the counter for transmission to St. Mary Cray. The publications will then be despatched from St. Mary Cray direct to the customer's address or, if he so wishes, will be sent to London for personal collection.

Photocopies of foreign patent specifications, or of other works in the Patent Office Library, or of documents lodged in connection with Patents, Trade Marks and Designs applications, will continue to be available from the Patent Office Library or from the Branch concerned at 25 Southampton Buildings.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents endorsed 'Licences of Right' were endorsed on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	July 22, 1965	
880,264	Hall, S. I. N.	Connecting fitting for double window frames.
892,891	Commissariat a l'Energie Atomique	Nuclear reactors.
	August 9, 1965	
778,876	Woydt, E.	Reciprocating fluid pump or motor.
874,646	Woydt, E.	Reciprocating pump or motor.
925,268	Pedrick, A. P.	Air cushioned ball support bearing.
925,269	Pedrick, A. P. Patent of Addition to 925,268.	Air cushioned ball support bearing.
926,207	Pedrick, A. P. Patent ot Addition to 925,268.	Air cushioned ball support bearing.
943,391	Pedrick, A. P.	Air cushioned ball support bearing.
944,195	Pedrick, A. P.	Combined piston turbine IC engines.
946,200	Pedrick, A. P. Patent of Addition to 925,268.	Air-condition ball support units.
949,089	Pedrick, A. P.	Automobile vehicles.
972,679	'Glaverbel'	Trucks.
	August 16, 1965	
810,537	The Upjohn Co. Ltd.	Sweetening composition.
901,447	Electro-Hydraulics	Shock absorbers.
947,819	Clary Corporation	Strip folding device.
	August 17, 1965	
841,036	Protector Lamp & Lighting Co. Ltd.	Safety lamps.
841,624	Philco Corporation	Magnetic deflecting circuits for cathode ray apparatus.
892,464	Agfa Akt. Ges.	Photographic silver halide emulsion.
895,590	Costruozione Aeronautiche Giovanni Agusta S.p.A.	Vertical take-off and landing aircraft.
897,093	Linotype & Machinery Ltd.	Printing machines.
929,544	Ahl, B.	Mould element for shuttering.
929,545	Ahl, B.	Scaffold for supporting formwork.
976,507	Midland Foot Comfort Centre Ltd.	Collecting filing or grinding dust.
979,605	Soc. Finanzaria Siderurgica Finsider per Aziona Instituto Siderurgico.	Refining cast-iron for steel production.
913,064	Bryan, W. E.	Coin-freed amusement machine.
990,727	Compagnie Generale d'Electricite Patent of Addition to 947,297.	Electric cable with anti-corrosion device.
	August 23, 1965	
878,227	Institut de Recherches de la Siderurgie & ors.	Supplying a mixture of solid and fluid materials to a pipe system.
889,622	Compagnie Generale d'Electricite	Cooling granular material.
890,944	Sperry Rand Corporation	Klystrons.
	August 24, 1965	
847,920	Gevaert Photo-Producten NV	Photographic reproduction process.
840,976	Philco Corporation	Electrical circuit means employing transistors.
841,577	Philco Corporation	Signal translating devices.
846,100	Philco Corporation	Digital computer circuits.
860,521	Philco Corporation	Electrical systems.
862,878	Philco Corporation	Electrical discharge devices.
869,123	Philco Corporation	Deflection systems for cathode ray tubes.
869,706	Philco Corporation	Signal processing systems.
978,927	Philco Corporation	Semiconductor devices.
	August 25, 1965	
955,964	Gevaert Photo-Producten NV	Sensitized photographic emulsions.
969,868	Olympia Werke AG	Typewriters for typing compound characters.

During the Prime Minister's tour of Leyland Motors' Apprentices Training Centre, Mr. Wilson met a graduate engineer, Mr. John Beck, who is serving a graduate engineering apprenticeship with the Company. Mr. Wilson is seen together with Sir Donald Stokes, managing director and deputy chairman of the Leyland Motor Corporation, looking at a model Mr. Beck has constructed on a car styling project as part of his training.

NUMBER	GRANTEES	SUBJECT-MATTER
	September 1, 1965	
748,371	Earnshaw, J. S.	Account and record analyzing system.
867,001	Shaughnessy, T. W.	Internal combustion systems.
893,195	Soc.: d'Applications des Machines Motrices	Pressure regulators.
895,858	Brown, Boveri & Cie	Compressed air motor for switchgear devices.
896,666	Schneideman, S.	Slide fastener for bags.
942,703	Solvay & Cie	Polymerization process.
990,241	Kay Manufacturing Corp.	Combined brace bar and sinuous spring.
	September 3, 1965	
934,427	Chemische Werke Witten G.m.b.H.	Sulphoisophthalic and sulphotereph-thalic acids and salts thereof.
978,453	Schenley Industries Ltd.	Container closure and pouring device.
981,206	Schenley Industries Ltd.	Bottle closure and pourer.
	September 6, 1965	
947,907	Mercier Freres	Hides and skins processing machines.
	September 7, 1965	
785,756	Wharton Engineers (Elstree) Ltd.	Tractor vehicles with trailers.
899,683	Nobel-Bozel	Polymer irradiation.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded, by a contract in which the claimant is interested, from granting licences under the patents may apply for cancellation of endorsement of Patents Form No. 45 within two months after the date of the endorsement.

Patent Office.

GORDON GRANT,
Comptroller-General.

Cancellation of endorsement 'Licences of Right'

UNDER SECTION 36 of the Patents Act, 1949, the following have been notified as applications for cancellation of endorsement 'Licences of Right'. Any person may give notice of opposition to the applications in respect of the undermentioned Patents by filing Patents Form No. 46 on or before November 11, 1965.

NUMBER	GRANTEES	SUBJECT-MATTER
879,352	International Harvester Co.	Drive mechanism for reciprocatory cutters of mowers, etc.
890,245	International Harvester Co.	Hay conditioning machines.

Another 26 advance factories to be built

DURING HIS VISIT to Dundee on September 24, Mr. Douglas Jay, President of the Board of Trade, announced a further programme of 26 advance factories to be built at an approximate cost of £1·5 million. Speaking at a press conference in Dundee the President said: 'The present Government has intensified throughout the past year the effort to steer new employment into the under-employed areas, and so correct the imbalance between congested areas in one part of the country and unused resources elsewhere. A new control has been introduced by legislation on office development in South-east England and the Midlands and restraint by idc's on factory extensions in all congested areas has been tightened up. A programme of 29 Government-financed advance factories in development districts was announced by the Board of Trade last November; and the building and letting of these factories is now going forward. The list of development districts has been extended by the addition of five new areas; and other areas hitherto on the so-called "stop-list" have been restored to the list of active development districts'.

Continuing the President said that a number of other important new industrial developments in areas vulnerable to unemployment had recently been announced: for instance ICI at Ardeer, AEI at Kirkcaldy and Glenrothes, Hewlett Packard at South Queensferry, Yale and Towne at Livingston, and North British Rubber Co. at Newbridge, all of which had the full support of the Board of Trade. Altogether in the first seven months of 1965 the Board of Trade had approved industrial development certificates for new schemes in development districts totalling 11,147,000 sq. ft. estimated to provide new employment for 30,787 persons. This compared with 9,744,000 sq. ft. giving employment to 28,923 persons in these months last year. Total employment in all Board of Trade factories was now 250,000 and 99 per cent of completed factory space was in occupation.

An effective new priority had been given to development districts and other areas of high unemployment by the exemption of them from the deferment of certain capital development schemes announced by the Government in July, added the President. This would enable construction to go forward relatively more quickly in the areas most in need. As the next instalment in the Government's National Plan for the development of these areas, the Board of Trade had now decided to launch a further programme of 26 advance factories at an approximate cost of £1·5 million. This programme would amount to 375,000 sq. ft. of factory space. Twelve will be in Scotland, five in Wales, four in the North-east, one on Merseyside and one in Cumberland. The locations of the remaining three factories in the new programme would be decided shortly. Sixteen of the factories whose location had already been settled will be in coal mining areas, 'and preference in allocating these factories will be given to firms mainly employing men'.

HIGHER POSTAL RATES FOR BOT JOURNAL

To take account of the recent increases in postal rates, the annual subscription for the Board of Trade Journal *is being increased to £5 6s. 8d. from today, October 1.*

Details of advance factories announced

	Location	Size (sq. ft.)
England		
North-east	Stanley	25,000
	Cramlington	25,000
	Sunderland (two)	50,000
		10,000
North-west (including Cumberland)	Merseyside	25,000
	Cleator Moor	10,000
Scotland	Glasgow	12,500
	Aberdeen	12,500
	Stranraer	12,500
	Leven	12,500
	Sanquhar	12,500
	Newmains	12,500
	Bellshill	12,500
	Girvan	12,500
	Cowdenbeath	18,750
	Douglas	18,750
	Campbeltown	6,250
	Inverness	6,250
Wales	Ammanford	10,000
	Pontardawe	10,000
	Holyhead	10,000
	Rhondda	10,000
	Bargoed	10,000

The locations and sizes of the remaining three factories in the programme will be announced later.

Note – This programme is the second largest programme announced in recent years, the largest being that announced last November. In preparing the programme the Board of Trade have taken account of the comparative needs of various parts of the country. Sixteen of the 23 factories listed above are in coal mining areas. Account has also been taken of the availability of existing factory space and suitable sites.

All the factories will be built on sites providing room for expansion so that occupants' needs can be met if they require more space than originally proposed.

The new factories should be ready for occupation towards the end of 1966 or in the early part of 1967.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

FOR *YOUR* WORLD TRANSPORT
(ANYTHING - ANYWHERE)

WORLD TRANSPORT AGENCY LIMITED

20/22 EMERSON STREET
LONDON S.E.1

BRANCHES: MANCHESTER · BRADFORD · BIRMINGHAM · HULL
SHEFFIELD · LIVERPOOL · LEICESTER · STOKE

W T A L

Ask 'WORLD TRANSPORT' *first!*

Tel: WATerloo 6996 • Telex: 28401 London

AIRPORTOFFICES: LONDON · BIRMINGHAM · MANCHESTER
SOUTHEND YEADON · GATWICK

Advance factories in Wales

A FURTHER programme of advance factories was announced on September 24* of which five are to be built in Wales. Four of these factories will be located in South Wales at Ammanford, Bargoed, Pontardawe and in the Rhondda and one will be in North Wales at Holyhead. The four factories in South Wales are in coal mining areas and preference in allocating them will be given to firms mainly employing men. Of the Board of Trade advance factories announced in earlier programmes work is now under way on those at Llangefni and Milford Haven and tenants for these have already been found. Negotiations are proceeding for the acquisition of sites at Pwllheli and Pontardulais. All these factories are standard units of 10,000 sq. ft., the specification of which is shown below. The advance factory of a similar size announced for Blaenau Ffestiniog in November 1964 has been replaced by a larger development.

Standard 10,000 sq. ft. factory

The building consists of a steel framed production area with brick and block 11 in. cavity external walls, granolithic finished reinforced concrete floor and roof of three equal spans with steel portal frames covered with asbestos cement sandwich type sheeting. Daylighting provided by translucent sheeting. Height to eaves 14 ft., height to underside of valley beam, approximately 11 ft. 9 in. Area of production space 7,907 sq. ft.

A flat roof office block is provided consisting of three offices with ancillary corridors and entrance hall, male and female staff toilets and a small tea preparation room. The ceiling height is 8 ft. 6 in. approximately, floor finish – PVC tiles, entrance hall feature local stone, rubble walling and glazed tiling. Roof – pre-cast concrete slabs with asphalt covering and solar reflecting tile finish. Area – approximately 1,260 sq. ft.

Works toilet and cloakroom annexe, and boilerhouse, of brick and flat roof construction similar to the office block, granolithic finished reinforced concrete floors. Height – approximately 8 ft. 6 in. Area – approximately 900 sq. ft.

Heating of production area is by means of unit heaters with appropriate ventilators. Heating of offices and cloakrooms by pipes and radiators. Boiler either coal or oil fired low pressure hot water. Adequate artificial lighting points will be provided. Normal services of electricity, water, and gas (if available) brought into factory.

This design is capable of immediate extension by 100 per cent and thus forms the basis of a standard 20,000 sq. ft. factory as well. Where required workers' canteen space can be added and further extensions can be added within the capacity of the site.

These factories are suitable to a wide range of medium and light industries: they are available on lease for 21 years at attractive rentals, or for purchase (with the benefit of 25 per cent capital grant if purchased before completion). Machinery grants, 'depreciation holiday' and BOTAC loans are available.

The same facilities are available to the occupiers of purpose-built factories in the Development Districts: factories completed in recent years by IEMCW range between 650,000 sq. ft. and 5,000 sq. ft.

**see preceding page.*

Inquiries to Commercial Manager, Industrial Estates Management Corporation for Wales, Treforest Industrial Estate, Pontypridd, Glamorgan, or to The Controller, Board of Trade, Office for Wales, Gabalfa, Cardiff.

Telex number of Distribution of Industry Division in Wales

WITH effect from September 22, the Telex code number for inward messages addressed to the Board of Trade Distribution of Industry Division office in Wales will be 49267. The answer back signal is BOT CARDIFF.

Company take over fourth factory in NI

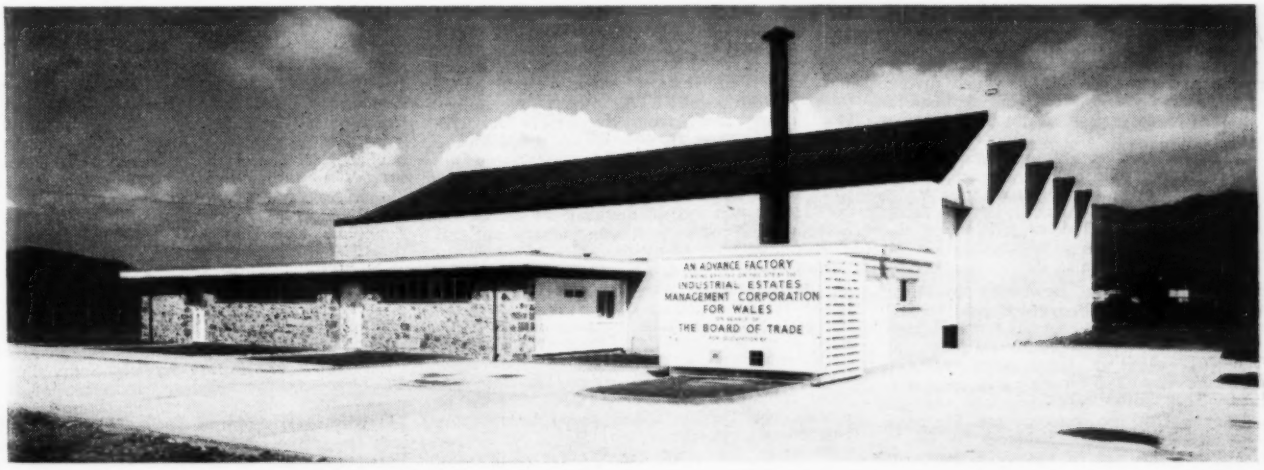
MR. BRIAN FAULKNER, the Northern Ireland Minister of Commerce, announced on September 24 that agreement in principle had been reached in conjunction with Pye Ltd. for Standard Telephones and Cables Ltd. to take over as soon as possible the Ministry's 166,000 sq. ft. factory at Larne, Co. Antrim, at present occupied by the Pye Company (Corran Works Ltd.). The factory will be used for the manufacture of telephone exchange equipment, and it is hoped to employ 1,000 persons. This will provide considerable additional employment for men. Pye Ltd. employed between 700 and 800 people at Larne. They announced impending closure a month ago owing to fall in demand for radios.

Standard Telephones and Cables are already employing about 2,500 people in Northern Ireland. The majority of these are on the Monkstown Estate, but the company is also in the process of building up production in factories at Enniskillen and Jennymount, Belfast. The development of these new factories will continue as planned since the current demand for the company's products needs a rapid increase in the output of telephone exchange equipment.

New factories to be built in Liverpool

IT WAS ANNOUNCED on September 24 by Standard-Triumph International Ltd. that they have decided to undertake extensive expansion of the company's production facilities at Speke in Liverpool. The first phase of this new development will cost £3 million, and more than £1 million will be spent during 1966 on work which is to begin in the very near future.

The new factories will be built on a 100-acre site close by the existing factory of Standard-Triumph (Liverpool) Ltd., which already employs more than 1,500 men on the manufacturing and assembly of car bodies (including that for the Triumph TR4A sports car) and many other body components for the current Standard-Triumph range of vehicles.



An advance factory at Port Madoc, North Wales.

New Books

After the *National Plan* (See *Board of Trade Journal*, September 24, p. 669) comes the National Institute of Economic and Social Research's **The British Economy in 1975,** by W. Beckerman (xxiv, 631 pages. Cambridge University Press, 80s.). This study, which was financed by a Treasury grant, provides a comprehensive statistical picture of what the British economy might look like in 1975, assuming an increase in total output of 3.8 per cent a year from 1963. The study serves several purposes. It sets out possible lines of development for some industries and services – transport, energy, education, health, and housing – for which long-term policies of development and investment are necessary, together with the central issues which face policy makers. It tries to give some guidance about the probable pattern of changes in demand – for consumption, for investment, and for foreign trade – and about their consequences for outputs and inputs of capital and labour in different industries. It attempts to display in proportion the resources required for the development of various sectors of the economy – to allow the reader to compare, at least in orders of magnitude, the suggested requirements for education against those for foreign aid; or for exports against consumption; or for private investment against increases in the social services. A fourth purpose is to see what kinds of strains might be imposed on the balance of the economy by a set of reasonably ambitious programmes of development for its various parts. Part I analyses Britain's past growth by comparison with that of other industrial countries over the past decade and discusses the view that variations in growth rates from one country to another are largely the result of foreign trade competitiveness. Part II contains more projections of output, employment, and investment, including detailed projections of the pattern of foreign trade and of private consumption. The uncertainty of any detailed long-range projections of output and investment are emphasised; but the analysis confirms the view that faster growth rates do not necessarily require a much greater volume of investment. It also appears that, provided the overall growth assumption is achieved, reasonably ambitious targets in the field of social expenditure will not impose any intolerable burden on the economy. Part III contains chapters on the five special sectors of the economy – health, housing, education, transport, and energy – all of which involve large amounts of public investment. Appendices contain 130 pages of statistical tables, together with notes discussing and commenting on the validity of the various estimates and assumptions. Many hundreds of sources are quoted and assessed, and for this information alone the work will long remain an extremely valuable compendium of facts about the economy and its growth.

Guide to the British Economy, by Peter Donaldson (256 pages. Penguin Books, 4s. 6d.). Essentially a book aimed at the general reader describing how the economy works, this Pelican Original is in three parts, covering finance, industry and trade, and economic policies. The author's descriptions of the various sectors of the economy are reinforced with practical examples, whether it be to illustrate the workings of the Stock Exchange or to indicate the structure of industry. A bibliographical note gives useful guidance for further reading.

Problems in Economic Development, edited by E. A. G. Robinson (626 pages. Macmillan, 75s.). This volume contains the papers and summary records of a conference organized by the Internation Economic Association in the Autumn of 1962. The meeting was held in four sections: Section 1, presided over by Professor E. A. G. Robinson, was concerned with The Determinants of Economic Progress. Among the papers contributed was one on The Role of Taxation in Economic Development by N. Kaldor; Section 2, of which Dr. Clark Kerr, of the University of California, was Chairman, considered Industrialization and Methods of Increasing Labour Productivity; Section 3, under the Chairmanship of Professor Jan Tinbergen (Netherlands) discussed Techniques and Problems of Development Planning; while Section 4, under the guidance of Professor W. A. Lewis (University of the West Indies) covered The Stabilization of Primary Producing Economies.

Norges Okonomi Etter Krigen/The Norwegian Post-war Economy (437 pages. Central Bureau of Statistics of Norway. 15 kroner). The text of this publication is in Norwegian but it contains a useful summary in English at the end of the book, as well as English subheadings to the statistical tables. This work is intended to give a comprehensive review of the economic growth and economic problems in Norway during the 20 years following the Second World War. In most cases the statistical tables include the year 1962 and some the year 1963. Among the subjects dealt with individually are the balance of payments, income and wages, population growth, and employment. Information on individual industries, geographical districts and social conditions are not included. In chapter XII (Economic policy in the post-war period) an attempt is made to evaluate policy but it is stressed in the preface that a number of the judgments made are by no means universally accepted.

The Rules of Origin, by S. A. Green and K. W. B. Gabriel (European Free Trade Association. 58 pages. 5s., by post 5s. 6d., from HM Stationery Office and Government bookshops). The characteristic feature of the European Free Trade Association is the progressive elimination of protective tariff barriers between EFTA countries, coupled with the maintenance by each member country of its own external customs tariff for imports from non-member countries. However, unless there were adequate safeguards, there would be a danger that goods might be imported from outside the EFTA area into the EFTA country with the lowest rate of duty, and then pass freely into other EFTA countries, thereby undermining their higher rates of duty. To avoid this situation the EFTA Convention provides that goods passing from one EFTA country to another shall only benefit from the EFTA duty reductions if they are of EFTA origin. The application of this broad principle to the whole range of manufactured goods has given rise to a comprehensive series of rules; and this booklet, written by two members of the EFTA Secretariat, provides a straightforward but full explanation, with many examples, of the conditions and procedures which need to be satisfied. Separate chapters deal with such topics as the definition of 'EFTA production'; the unit of production; materials used in the process of production; the 'wholly produced', 'qualifying process' and 'percentage value added' criteria of EFTA origin; the consignment rule; and the provision of evidence of origin. The booklet usefully supplements the Introduction in the recent Board of Trade publication *European Free Trade Association: compendium for the use of exporters* (HM Stationery Office, 12s. 6d., by post 13s. 7d.), in which the detailed rules are set out in full.

State Trading in Countries of the Asia and the Far East Region. United Nations (36 pages. Copies will be available from HM Stationery Office and Government bookshops, price 3s. 9d., by post 4s. 2d.). This report by the Secretariat of the United Nations Economic Commission for Asia and the Far East (ECAFE) comprises a general analysis of state trading, and accounts of state trading as it is practiced in 16 countries. The general analysis deals with the nature and scope of state trading operations, their organization, financing, pricing policies, and special rights and privileges. State trading in foodgrains, trading with the centrally planned economies, and the place of competitive tenders in state trading operations are also discussed. The country studies are followed by appendices which list the main government trading agencies in the ECAFE region, and the companies controlled by the Burma Economic Development Corporation. This report was prepared for use at the 1964 UN Conference on Trade and Development, and has also been published in volume 7 of the *Proceedings* of the Conference.

Insurance Company Investment: principles and policy, by George Clayton and W. T. Osborn (272 pages. Allen and Unwin Ltd., 36s.). The prime intention of this advanced study is to examine the role and influence of the insurance companies as large scale investors in the capital market in the post-war period. The authors consider the nature of the savings administered and their relative importance as compared with other sources of savings. The technical reasons why insurance companies need to accumulate funds for investment are discussed and the authors develop the theory of portfolio choice and determine how insurance companies may be expected to behave in achieving their various investment objectives. The changes in such external factors as the rate of interest and the availability of different categories of securities which influence their actual choice of assets are reviewed and the differences in portfolios between 1945 and 1960 are described and compared with the investment behaviour of American insurance companies during the same period. The implications are also analysed of investment behaviour both for Government policy and private industry. In conclusion a detailed survey is made, and consideration given to, the impact of the insurance companies investment behaviour on monetary theory, Government policy and the capital market as a whole. The study is completed by an examination of the desirability and feasibility of subjecting the companies to official control and regulation because of their importance as investors.

Les Problèmes de Main-d'oeuvre dans la Communauté en 1965. European Economic Community (139 pages. 8s. 6d., by post 9s. 3d., from HM Stationery Office and Government bookshops). The sixth of a series of annual surveys of employment and unemployment, labour supply, migration of labour and related questions in the countries of the European Economic Community. It contains numerous statistical tables and charts.

Journal of Commercial Sailings Supplements. Under the title 'Export Services Supplement', *The Journal of Commerce* is producing each week a sectional list of sailings from Britain to various parts of the world. Details of sailings to any given foreign port will be published twice a week. The first issue of the supplement on September 20 had a foreword from Mr. Roy Mason, Minister of State (Shipping) Board of Trade.

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telegraphic Address
LONDON	39/45 Finsbury Square	'WINJOHN'
,,	144 Spa Road	,,
,,	6 Burrell Street	,,
,,	13a Bruton Place	,,
,,	59/62 Ewer Street	,,
,, (Airport)	Queen's Building	'STONJOHN'
,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
,, (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
,, (Airport)	Air Cargo Building	'WINGAIR'
MONTREAL	300 St. Sacrement	'GATESTON'
NEW YORK	11 Broadway	'PENWINGATE'

Connecting with a network of reliable agents overseas

TRAVEL BRANCH

WINGATE & JOHNSTON (TRAVEL) LTD., 34 Bruton Street, LONDON, W.1

Telegraphic Address 'WINGTRAV'

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

The best way to these EXPORT MARKETS

is through THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 200 offices in twenty-seven territories, as shown above.

THE CHARTERED BANK
Head Office: *38 Bishopsgate, London, E.C.2.*
Manchester Office: *52 Mosley Street, Manchester, 2.*
Liverpool Office: *28 Derby House, Exchange Buildings, Liverpool, 2.*

THE EASTERN BANK LIMITED
Head Office: *2 & 3 Crosby Square, London, E.C.3*

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA)
THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
Oct. 13 .	Miscellaneous stores and equipment – mostly furniture in small lots.	Royal Air Force, Yatesbury . . .	Burton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
Oct. 21 .	Miscellaneous stores and equipment .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053 and 4211).
Nov. 11 .	Miscellaneous stores and equipment .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1) Botchergate, Carlisle. (Tel. Carlisle 26292/3).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
Oct. 5 .	Passenger, loadcarrying and dual purpose vehicles including:	Ordnance Storage and Disposal Depot, Ruddington, nr. Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Rolls-Royce and Austin Princess limousines; Ford and Morris saloons; Land Rovers; Austin 'Champs'; Bedford coaches; heavy duty trucks, tractors and breakdown vehicles; lowloading, tank transporting and other trailers (10 cwts. to 40 tons); mobile tankers (100 to 2,500 galls.); excavators; tractors; angledozers; bulldozers; mobile cranes; plant ancillaries and spares.

Oct. 14 .	Machine tools and general stores including:	Technical Stores Sub-Depot, Old Dalby, Leics. (*Sale at Melton Mowbray*).	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).

Centre and precision lathes; drilling and tapping m/cs; pillar, bench and portable electric drills; pneumatic concrete breakers; chipping and riveting hammers; grinders; sanders; saws and blowers; heavy duty air compressors; picks; drills; bending, rolling and folding m/cs; welders; remetallizing and soldering and brazing outfits; pipe and bolt screwing m/cs; screw cutting tools; bench and sleeving presses; tyre inflation and paint spraying plants; reboring and honing m/cs; vehicle washing pumps; sparkplug cleaners; electric test benches; Smith's hearths and forgers; degreasing plants; planing and thicknessing m/cs; instrument and watchmakers lathes; plate, roll film and aircraft cameras; process lens, projectors, epidiascopes and enlargers; refrigeration units; generator sets; Megger insulation testers; Avo universal testers; electrical and test instruments; paint; wood packing cases; trailer trucks.
Catalogues for the sales shown may be obtained from the appropriate Auctioneers 14 days prior to the date of Sale. Price 1s. 0d. (*Postal Orders only*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Description of Goods	Location	Auctioneers
Oct. 5 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **3s. 6d.** (3*s.* 11*d.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 4*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.* 1*d.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 4*d.*), No. 13 The Supervisor and His Job **3s.** (3*s.* 5*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 5*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 10*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 10*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 7*d.*)
Prices in brackets include postage.

Government publications can be purchased from the Government Bookshops in London (post order to P.O. Box 569, S.E.1) Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller

HMSO

MINISTRY OF DEFENCE

Disposal of Floating Dock

Tenders are being invited for the purchase for further use/breaking up of Admiralty Floating Dock No. 5 (nominal lifting capacity 32,000 tons) lying at Messrs Silley Cox Ltd's Yard, Falmouth.

Applications for brief particulars, forms of tender, Conditions of Sale etc. should be made to the Director of Contracts (Naval), Branch 85, Ministry of Defence, Ensleigh, Bath. (Telephone No. Bath 6933 Ext. 1748)

Offers must be made on the form provided and be received not later than 12 o'clock noon on 4th November 1965.

Protective Duties 1963

An account published under the authority of H.M. Customs and Excise, showing for each item of the Nomenclature Customs Tariff (Part 3 of H.M. Customs and Excise Tariff) the total quantity, or total value, of goods delivered for home use in the United Kingdom on payment of protective duties, and the duty paid. Protective duties comprise Import Duties as defined in Part 3 of the Tariff, and Anti-Dumping Duties. Full Tariff descriptions are given and the figures cover deliveries both from ship's side and from bonded warehouse, and are adjusted in respect of overpayments. Separate figures are given for goods delivered at the Full, EFTA and Commonwealth Preferential rates of duty and for goods delivered free of duty under EFTA or Commonwealth Preference. **£4** (*by post £4 0s. 11d.*)

Published by

HER MAJESTY'S STATIONERY OFFICE

and obtainable from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Belfast, or through any bookseller.

Encircles the World

We literally do 'encircle the world' with our established network of offices in the U.K. and connections throughout the world.

With the current emphasis on Exports, why not take advantage of the world wide facilities we offer for the handling of Shipping and Air Freight despatches. Our organisation is backed by over a century of experience, and can give that extra personal attention and advice necessary to ease your problems.

Imports also demand first class service, and we offer unrivalled facilities for all types of clearance through H.M. Customs of imported goods, arriving by Sea and Air, coupled with fast delivery to all parts of the United Kingdom.

Meadows

THOMAS MEADOWS & CO. LTD.
MEADOWS AIRFREIGHT LTD.

Head Office
20-28 MILK STREET, LONDON, E.C.2
Telephone MONarch 8030 (*60 lines*)

And at Liverpool, Glasgow, Southampton, Manchester, Hull, Leith, Bristol, Bradford, Stoke, Birmingham, Leicester, Northampton, Nottingham, Ipswich, Sheffield, Harwich, Grangemouth, etc.

Airport Offices at London, Manchester, Birmingham, Liverpool, Southend-on-Sea, Renfrew, Prestwick and Bristol.

A COMPLETE SHIPPING & FORWARDING ORGANISATION

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	134	129	118	103	132	108	140	146	133	+177	+ 89	+29	+55
1964	124	128	144	138	123	106	153	121	164	184	153	+482	+332	+44	+47
1963															
4th quarter	122	124	138	132	120	105	142	109	151	168	145	+121	+ 61	+23	+35
1964															
1st quarter	123	127	141	136	123	105	148	116	156	176	152	+ 87	+ 79	+ 2	+ 3
2nd quarter	123	128	142	136	121	105	151	121	155	184	149	+164	+126	+ 5	+12
3rd quarter	124	128	145	139	123	106	155	121	169	188	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	141	124	107	160	128	174	186	158	+108	+ 50	+31	+15
1965															
1st quarter	128	132	150	145	126	108	160	138	162	187	161	+ 52	+ 49	—11	+11
2nd quarter		131				106		131*	163*				+ 71*	—15*	+ 6
1965															
January	..	133	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	131	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131	..	..	..	107	..	..	..	..	..	..	..	..	..
May	..	132	..	..	..	107	..	..	..	..	..	..	..	..	..
June	..	130	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices													at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	502	+ 83	..	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	362	—140	..	221	+77	..	149	136	—412
1963																
4th quarter	136	117	122·1	+2·1	106·1	121·8	143·3	450	+ 22	+50	157	Nil	—34	137	133	+ 6
1964																
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	445	— 5	+42	182	+25	— 5	146	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	355	— 90	—58	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	311	— 44	—34	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4 5	109·9	126·3	150·9	336	+ 25	+50	228	—14	—34	149	139	—103
1965																
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	— 27
2nd quarter	166*	127*	132·0	+5·2	111·0*	129·0*	155·8	293	— 60	—58	288	+55	+33	152	141	— 52
1965																
January	165	123	128·7	+4·6	109·2	127·9	153·4	363	+ 26	+41	221	— 1	— 1	145	136	..
February	166	122	128·7	+4·5	109·8	128·3	153·6	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	169	121	129·1	+4·4	110·0	128·8	154·5	341	— 15	—19	249	+20	+10	147	143	..
April	166	123*	131·6	+5·5	110·9	128·9	155·3	313	— 28	—20	274	+25	+14	149	143	..
May	166*	123*	132·1	+5·1	111·3	129 2	156·0	297	— 16	—23	287	+13	+ 9	157	140	..
June	166*	127*	132·4	+4·9	110·7*	129·3*	156·7	268	— 29	—33	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·4*	129·5*	159·4	264	— 4	—15	296	— 6	+ 3	152	154	..
August			132·7	+4·7	110·3*	129·6*	159·8	279	+ 15	+10	282	—14	— 9	156*	144*	
September								287*	+ 8*	+11	275*	— 7*	— 7			

† Not seasonally adjusted. * Provisional.

Index of industrial production for July

THE PROVISIONAL Index of production in July 1965, prepared by the Central Statistical Office, is 131 (seasonally adjusted). In the three months May-July the index was at about the same level as in the preceding three months. The seasonally adjusted figure for July should be treated with some reserve because of the changed date of the August Bank holiday; it is not yet known what effect this had on the normal pattern of holiday closures during July and August.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	114	121	86	110	105
1962	115·0	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	119·9	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
Unadjusted:														
1964 1st quarter	128	100	128	110	108	115	150	131	153	128	135	76	130	123
2nd quarter	130	98	133	121	113	136	155	134	158	132	139	75	137	126
3rd quarter	120	84	122	118	110	131	146	133	148	117	128	73	110	109
4th quarter	134	99	135	123	116	136	154	141	156	134	147	75	128	124
1965 1st quarter	135	98	136	117	111	126	161	140	164	136	147	75	133	132
2nd quarter	132	93	135	123	114	139	159	147	161	134	142	74	139	127
1965 May	136	101	140	126	117	144	158	147	160	140	148	75	145	133
June	131	88	135	124	115	140	160	141	163	135	143	74	140	123
July (prov.)	121	86	122	120	112	133	151	147	152	120	134	73	111	104
Seasonally adjusted:														
1964 1st quarter	127	96	128	116	110	126	147	131	150	127	135	75	128	120
2nd quarter	128	95	129	117	111	126	151	134	153	127	136	75	126	122
3rd quarter	128	95	129	120	113	132	152	135	155	127	137	74	123	119
4th quarter	130	95	132	121	113	133	153	140	156	130	141	75	129	121
1965 1st quarter	132	96	133	122	113	137	157	140	160	133	144	74	127	127
2nd quarter	131	92	133	118	113	128	157	146	158	132	142	75	129	125
1965 Feb.	132	96	134	121	113	136	156	136	159	133	143	74	129	129
Mar.	131	94	131	122	111	141	158	141	161	130	140	74	125	124
Apr.	131	92	132	119	112	131	158	150	160	130	139	74	130	125
May	132	93	134	118	112	130	153	147	154	135	146	75	132	125
June	130	89	133	119	114	129	158	141	161	130	139	75	131	124
July (prov.)	131	93	133	119	115	127	158	148	160	133	144	74	135	120
Feb.-Apr. (av.)	131	94	132	121	112	136	157	142	160	131	141	74	128	126
May-July (av.) (prov.)	131	92	133	119	114	129	156	145	158	133	143	75	133	123

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
Unadjusted:															
1964 1st quarter	127	126	133	120	116	105	128	142	146	136	119	139	133	131	162
2nd quarter	133	133	136	118	116	105	123	151	160	136	129	144	140	137	125
3rd quarter	117	116	121	112	108	93	123	146	153	135	126	127	130	136	109
4th quarter	134	134	136	124	124	105	128	155	159	149	137	144	143	137	154
1965 1st quarter	141	142	141	123	121	109	130	151	157	142	127	146	139	137	171
2nd quarter	139	140	138	119	116	104	126	153	163	137	131	143	143	138	127
1965 May	143	144	141	123	122	108	127	159	173	137	131	154	148		127
June	134	133	140	116	114	105	121	154	166	134	142	138	145		115
July (prov.)	115	116	114	108	104	90	119	152	163	135	124	114			111
Seasonally adjusted:															
1964 1st quarter	124	122	130	118	116	102	124	145	149	137	130	136	135	133	138
2nd quarter	129	129	132	117	115	102	124	146	154	134	127	139	134	135	136
3rd quarter	127	127	131	119	117	102	127	151	156	142	125	140	138	136	133
4th quarter	132	131	133	120	117	102	128	153	159	144	130	140	140	137	141
1965 1st quarter	136	136	137	119	118	103	124	152	158	142	136	140	138	139	146
2nd quarter	136	136	135	121	118	104	128	150	159	136	131	141	141	137	139
1965 Feb.	138	138	139	121	119	102	125	152	160	140	134	140	140		148
Mar.	132	131	135	116	116	102	119	152	157	143	137	135	139		148
Apr.	135	135	133	118	117	102	123	153	161	140	130	138	141		142
May	136	136	137	122	118	104	130	150	163	130	128	144	141		139
June	133	132	137	120	117	104	128	151	160	137	137	140	140		137
July (prov.)	133	134	130	119	116	98	128	152	165	132	127	136			138
Feb.-Apr. (av.)	135	135	136	118	117	102	122	152	159	141	134	138	138*		146
May-July (av.) (prov.)	134	134	135	120	117	102	129	151	163	133	131	140	141*		138

*Latest available three months (April-June) and previous three months (January-March).

Orders, deliveries, production and exports in the engineering industries in July

THE FIRST ESTIMATES now available for July indicate that, after allowing for seasonal factors, total net new orders in the engineering industries in the three months May to July were 3 per cent higher than in the previous three months; home new orders were 4 per cent higher but new export orders were 4 per cent lower. Export deliveries continued to rise in July, giving an increase of 7 per cent in the seasonally adjusted series for the three months ending July compared with the preceding three months. Making the same three-monthly period comparison the increase in home deliveries was 1 per cent. With a fall in export orders on hand offsetting the gain in home order books, total orders on hand remained unchanged during July.

Later and more complete information now available confirms the earlier indication of a falling back in new ordering in the second quarter of this year and has resulted in revisions to the monthly estimates for the months April, May and June. Orders on hand and consequently, net new orders for export have been revised

Table 1: Engineering industries (1) Seasonally adjusted Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	141	143	134
1964	162	152	136	161	153	136	163	151	136
1962 1st quarter	121	120	122	118	117	123	130	131	120
2nd quarter	120	123	125	116	119	124	131	130	127
3rd quarter	118	121	125	115	120	123	129	123	130
4th quarter	117	118	122	112	115	120	128	128	128
1963 1st quarter	118	124	123	115	125	119	123	120	135
2nd quarter	122	137	124	120	133	120	130	148	133
3rd quarter	129	147	128	127	145	126	136	152	135
4th quarter	136	149	130	134	148	128	141	155	135
1964 1st quarter	141	143	134	139	145	134	144	137	135
2nd quarter	148	153	133	147	154	133	150	147	133
3rd quarter	153	149	135	152	147	135	158	155	134
4th quarter	162	164	140	161	164	140	163	163	139
1965 1st quarter	169	153	140	167	152	142	173	153	137
2nd quarter*	166	140	142	163	139	142	174	140	142
1964 August	152	149	141	151	147	142	156	155	138
September	153	153	134	152	151	133	158	158	134
October	156	161	137	155	158	137	160	165	138
November	161	164	140	159	164	140	166	163	140
December	162	167	142	161	165	143	163	170	139
1965 January	165	156	149	163	157	150	170	158	147
February	166	153	140	163	152	142	173	153	136
March	169	141	132	167	142	134	173	142	127
April*	166	140	143	163	142	145	173	134	139
May*	166	140	145	163	139	146	172	140	144
June*	166	145	137	163	147	136	174	136	142
July*	166	..	145	165	..	143	171	..	147
Average:									
Latest 3 months		145	142		147	142		136	144
Previous 3 months		141	139		142	140		142	134
Percentage change		+3	+3		+4	+1		—4	+7

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.

downward, particularly for June, on account of the different experience revealed by fuller information from the larger firms returning on a monthly basis. Home deliveries in the second quarter maintained the same level as the previous quarter; in the first half of the year home deliveries on a seasonally adjusted basis were 3 per cent higher than in the second half of 1964. Home order books weakened during the second quarter.

It is provisionally estimated that production on a seasonally adjusted basis in the engineering and electrical goods industries (Order VI of the Standard Industrial Classification) in the three months May to July was 1 per cent higher than in the previous three months. Output in both mechanical and electrical engineering was 2 per cent less in the second quarter than in the first quarter of this year but mechanical engineering was still at a higher level than in previous years. In the electrical sector output in the second quarter was at the same level as in the first nine months of last year.

More detailed statistics of the value of deliveries of certain mechanical and electrical engineering products are now available for the second quarter of this year and are shown at Table 4. In the mechanical sector deliveries of metal working machine tools, contractors' plant and quarrying machinery and office machinery showed the largest increases on a year earlier but most types of machinery were moderately higher. Deliveries of agricultural machinery for the second quarter, as in the first quarter, were below the level of a year earlier. Deliveries of water tube boilers and chemical plant were substantially higher than in the second quarter of 1964. In the electrical sector increased deliveries on a year earlier were recorded for switchgear and control gear and insulated wires and cables with smaller increases in most other categories. Deliveries of domestic electrical appliances were, however, about a tenth lower than in the same period last year.

MINISTER VISITS LUTON FACTORY

Mr. Edward Redhead, Minister of State (Overseas) talks to an assembly line operator during a visit to the Electrolux refrigerator factory, Luton, on September 21. With Mr. Redhead is Mr. Neil Dewart, assistant works manager of Electrolux Ltd.

Table 2: Engineering industries (1) Unadjusted
Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1963 1st quarter	117	132	126	115	135	122	123	121	139
2nd quarter	123	138	123	121	135	120	128	146	133
3rd quarter	130	140	120	128	137	119	136	146	124
4th quarter	135	145	133	131	139	131	144	159	139
1964 1st quarter	140	146	134	138	150	133	143	134	136
2nd quarter	148	160	138	148	163	138	148	151	138
3rd quarter	154	141	126	153	138	127	158	148	123
4th quarter	161	159	144	158	156	144	168	169	144
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter*	167	141	142	165	142	142	171	139	142
1964 January	136	131	125	133	138	124	142	113	130
February	137	149	138	135	150	137	142	145	143
March	140	159	139	138	164	140	143	144	137
April	144	169	134	144	173	131	145	153	142
May	147	156	133	148	162	134	146	140	131
June	148	154	146	148	152	148	148	159	140
July	150	137	121	150	133	121	152	146	121
1965 January	162	153	139	160	152	139	170	156	139
February	165	166	145	163	169	144	171	159	146
March	167	165	150	165	171	153	172	147	143
April*	167	132	133	165	130	131	172	136	136
May*	167	152	148	166	159	149	170	133	146
June*	167	141	145	165	139	146	171	148	144
July*	167	136	135	165	139	134	169	130	138

*Provisional.
(1) See footnotes (1) and (2) to Table 1.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

Description of the statistics

The statistics of orders and deliveries in the engineering industries given in Tables 1 above and 2 below relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotive and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification). In Table 3 the volume indices of production and orders on hand relate only to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification.

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 1 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against June are the averages of the seasonally adjusted figures for May, June and July.

Table 3: Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	140	143	106
1964	137	133	144	164	164	162	105
1962 1st quarter	121	121	122	124	121	132	101
2nd quarter	125	123	128	123	119	133	107
3rd quarter	125	123	128	122	119	130	94
4th quarter	122	119	126	120	116	129	101
1963 1st quarter	123	120	130	122	120	125	111
2nd quarter	124	120	131	127	125	132	111
3rd quarter	129	123	138	134	133	137	97
4th quarter	128	124	136	141	140	143	107
1964 1st quarter	135	131	143	145	144	146	112
2nd quarter	136	130	143	151	151	150	111
3rd quarter	137	134	143	156	156	156	93
4th quarter	141	138	146	164	164	162	105
1965 1st quarter	144	143	147	170	170	169	106
2nd quarter	141*	140*	143*	167*	166*	169*	115
1964 August	138	135	145	155	155	155	
September	138	134	144	156	156	156	
October	137	134	143	158	159	159	
November	140	137	145	163	162	165	
December	145	142	150	164	164	162	
1965 January	149	149	151	166	167	166	
February	143	143	144	167	166	169	
March	140	138	145	170	170	169	
April	139*	138*	140*	167*	167*	168*	
May	146*	145*	148*	166*	166*	167*	
June	139*	137*	142*	167*	166*	169*	
July	144*	..	..	167*	167*	167*	
Average:							
Latest 3 months	143	140	143				
Previous 3 months	141	143	147				
Percentage change	+1	—2	—2				

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.

(*Continued on page* 757)

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section (Her Majesty's Stationery Office), Room D.44, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

An artist's impression of the proposed new deep-water harbour superimposed on an aerial photograph of Port Talbot

New horizons at Port Talbot

The future of Port Talbot as a great steel-making centre is assured by the decision to go ahead with the construction of a £17,000,000 deep-water harbour there.

The new dock's ability to take big ore ships —up to 65,000 tons, where 10,000 tons was the limit before—will bring The Steel Company of Wales into line with its European competitors who are, or soon will be, using ships of this size to carry raw materials.

It will allow the purchase of the high-grade ores which are now available but which are so far afield that they can only be transported economically in big ships.

It is a decision which opens up new horizons not only for The Steel Company of Wales at Port Talbot but for industry in the whole of the Swansea area.

THE STEEL COMPANY OF WALES LIMITED

A NEW CONCEPT IN CONTINUOUS INSECT CONTROL

VAPONA PEST STRIPS

HANG ONE UP – FORGET ABOUT INSECTS FOR 3 MONTHS

These simple plastic strips are about to revolutionise the whole business of insect control—because now you can keep enclosed or semi-enclosed spaces insect-free for three whole months, simply by hanging up Vapona Pest Strips. What's the secret?

The secret of these Pest Strips is their slow, continuous release of that remarkable Shell insecticide Vapona. Vapona vaporises readily as soon as the Pest Strips are removed from their packaging, and diffuses to every nook and cranny where even sprays can't reach. And Vapona reaches everywhere at once. It is so effective that one small 10″ Pest Strip will control 1,000 cu. ft. of space with complete safety to animals and humans. Once the Pest Strips are in position you can forget them. There's no trouble, no smell, no danger, no 'servicing'. And no insects. Just hang Vapona Pest Strips in such places as warehouses, food processing plants, restaurants, kitchens, piggeries or refuse bins. For three whole months you can forget them—forget your insect problems too.

Vapona Pest Strips are available *now*. They're fully tested, fully effective. Think how they could help you!

VAPONA PEST STRIPS

Shell Chemicals SHELL

For further information about Vapona Pest Strips fill in coupon and send to your Shell Company.

NAME .....

ADDRESS .....

28D

In the U.K. apply to Shell Chemical Company Limited, Shell Centre, SE1

Table 4: Deliveries of certain mechanical and electrical engineering products (a)

£ million

	1962 Year	1963 Year	1964 Year	1964 First Quarter	1964 Second Quarter	1965 First Quarter*	1965 Second Quarter*
MACHINERY OTHER THAN ELECTRICAL:							
Agricultural machinery	49·5	59·2	65·8	16·1	19·6	15·9	16·5
Metal-working machine tools and welding machinery	145·9	130·8	141·0	36·1	32·7	41·1	39·2
Engineers' small tools and gauges	73·1	68·5	79·6	19·6	20·1	22·6	22·3
Industrial engines	80·0	87·1	109·5	25·2	23·9	26·4	23·2
Textile machinery and accessories	86·8	89·0	99·8	25·0	24·6	25·8	26·3
Contractors' plant and quarrying machinery	99·7	121·7	145·9	36·3	38·2	39·2	42·2
Mechanical handling equipment	107·2	102·6	110·3	25·5	28·7	30·2	29·1
Office machinery	72·2	84·9	92·2	23·8	22·4	28·8	25·7
Mining machinery	49·7	52·8	56·3	13·9	14·8	14·8	14·3
Refrigerating machinery	50·6	46·9	51·5	12·1	16·5	14·1	17·8
Space-heating, ventilating and air-conditioning equipment	57·7	57·4	66·5	15·1	15·7	16·8	16·9
Pumps and industrial valves	98·5	99·6	112·9	26·8	28·1	30·6	29·8
Air and gas compressors and exhausters	30·0	31·9	36·2	8·6	8·8	11·1	9·2
Food and drink machinery	42·3	40·9	47·7	10·9	10·5	13·3	12·2
Packaging machinery	22·2	24·0	24·3	5·7	6·5	6·5	6·8
Steel and non-ferrous metal rolling mills and ancillary equipment	38·1	24·6	23·8	6·5	5·4	8·9	5·1
Other machinery except electrical machinery	233·5	249·1	270·7	67·1	69·7	76·2	76·8
INDUSTRIAL PLANT AND FABRICATED STEELWORK:							
Water tube boilers	63·4	59·3	63·1	13·5	14·8	21·1	20·8
Shell boilers and boilerhouse plant	31·2	30·9	32·6	6·9	8·1	8·1	8·7
Chemical plant	61·4	53·4	53·7	12·5	14·8	18·1	19·6
Iron, steel and non-ferrous metal works plant other than rolling mills	31·1	29·3	37·6	9·3	9·1	9·6	7·1
Other industrial plant and fabricated steelwork	161·2	154·4	170·3	42·7	41·8	42·7	46·1
ELECTRICAL MACHINERY:							
Generating equipment and rotating electrical machines	141·6	135·9	138·5	32·1	35·3	34·1	35·2
Transformers for lighting, heating and power	53·9	54·6	64·5	15·3	15·0	15·6	15·9
Switchgear and control gear	134·1	137·3	155·9	37·5	39·5	44·3	42·7
Other electrical machinery	22·2	21·4	26·7	5·5	7·4	6·7	6·8
INSULATED WIRES AND CABLES	152·9	159·7	183·8	41·1	46·0	50·3	53·5
OTHER ELECTRICAL GOODS (except radio, telecommunications and other electronic apparatus):							
Domestic electrical appliances	144·0	165·1	165·8	39·1	37·1	36·0	33·6
Electrical equipment for motor vehicles, cycles and aircraft	65·9	76·7	86·3	21·8	22·5	21·5	24·7
Primary batteries	15·8	17·4	18·8	4·4	4·2	4·7	4·4
Secondary batteries (accumulators)	27·2	29·6	34·8	7·7	8·6	9·0	9·6
Electric lamps	25·6	26·3	30·2	7·4	7·3	7·6	7·8
Other electrical goods	87·1	96·0	111·2	25·6	27·3	30·6	31·1
SUB-CONTRACT SALES AND COMPONENTS NOT INCLUDED ABOVE	269·8	273·5	312·8	75·4	79·0	82·2	84·4
AMOUNT CHARGED FOR WORK DONE ON CUSTOMERS' MATERIALS AND REPAIR WORK	74·9	76·7	83·4	21·0	21·2	23·5	22·9

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except the ordnance and small arms, scientific instruments, clocks and watches, telegraph and telephone apparatus and radio and other e'ectronic apparatus industries. Agricultural machinery is included from January 1959 and the output of the other products made by the agricultural machinery manufacturers has been added to the1959 figures. Excluding deliveries by the smallest firms, estimated at about 2 per cent of the total.

In general, spare parts supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.

* Provisional.

INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

Board of Trade factories available now. For details apply to:

England
I.E.M.C. for England
Team Valley
Gateshead-on-Tyne 11

Scotland
I.E.M.C. for Scotland
3 Woodside Place
Glasgow C.3

Wales
I.E.M.C. for Wales
Treforest Industrial Estate
Pontypridd, Glam.

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House,
64 Chichester Street
Belfast

Shipping movement at United Kingdom ports

Foreign and Coastal Trade Movements in First Half of 1965

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during the first half of 1965 amounted to 80,545 thousand net tons: this was about 3 per cent higher than the corresponding period in 1964. Commonwealth vessels accounted for 38,599 thousand net tons.

The net tonnage of foreign vessels entered and cleared with cargo during the first six months showed an increase of 3,575 thousand tons over the figure for the same period of 1964. This increase was largely accounted for by increases in the net tonnage of vessels flying the Panamanian (76 per cent), Liberian (40 per cent), and Greek (34 per cent) flags.

Entrances and clearances with cargo from and to most trading areas showed increases over the corresponding period for 1964, the largest being a 20 per cent increase of 1,186 thousand net tons for the Central and Eastern Mediterranean Countries, but entrances and clearances from and to the East Africa, Persian Gulf and India area fell by 472 thousand net tons (5 per cent).

Arrivals and departures with cargo of vessels in the foreign trade during the January – June period showed increases at the ports of Milford Haven (1,025 thousand net tons), Southampton (914 thousand net tons), and Harwich (452 thousand net tons).

Total arrivals and departures with cargo in the coasting trade for January to June, 1965, showed an eight per cent increase compared with the same period of 1964, the most notable individual port increases being for Bristol (592 thousand net tons), and Milford Haven (420 thousand net tons).

(*Continued on next page*)

TABLE 1 **Shipping movement at UK Ports**

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of June 1964	5,860	9,550	4,541	180	4,829	4,408	4,931	2,592	156	2,183
Month of June 1965	5,613	9,610	4,129	222	5,259	4,499	5,107	2,576	153	2,378
Six months ending June 1964	30,995	50,373	23,360	1,167	25,846	26,434	27,633	14,141	967	12,525
Six months ending June 1965	31,172	52,930	22,444	1,304	29,182	25,932	27,615	13,926	925	12,764
In ballast: Month of June 1964	1,689	2,121	971	68	1,082	2,964	6,350	2,716	96	3,538
Month of June 1965	1,660	2,334	1,203	61	1,070	2,811	6,750	2,789	178	3,783
Six months ending June 1964	8,873	11,437	5,185	304	5,948	13,651	34,379	14,376	584	19,419
Six months ending June 1965	8,536	11,195	5,221	365	5,609	13,862	36,726	13,823	764	22,139

(1) Includes Irish Republic and South Africa.

Car and commercial vehicle production in August

DURING the four week statistical period of August (which was affected by strikes and included the holiday period for some manufacturers) the recorded weekly average rate of production was 24,795 cars and 6,589 commercial vehicles.

After allowing for seasonal factors, car production fell away in August reflecting the effect of strikes. Seasonally adjusted production in the period June to August was at the same level as in the previous three months.

Production of commercial vehicles in August on a seasonally adjusted basis was again below the level of the earlier months of the year and in the period June to August, seasonally adjusted production was 11 per cent lower than in the previous three months.

Car and commercial vehicle production figures

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded).

Table 1. Recorded production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
2nd quarter	13	517,758	39,828	117,208	9,016	4,115	317
3rd quarter	13	376,784	28,983	93,986	7,230	3,949	304
4th quarter	13	454,965	34,997	116,484	8,960	5,360	412
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
1964 June	5	200,674	40,135	46,527	9,305	1,746	349
July	4	88,678	22,170	20,580	5,145	841	210
August	4	122,609	30,652	30,076	7,519	1,301	325
1965 June	5	193,057	38,611	46,344	9,269	1,606	321
July	4	90,776	22,694	22,612	5,653	1,023	256
August	4	99,180	24,795	25,116	6,279	1,241	310

Table 2. Production—Seasonally adjusted

The seasonally adjusted production series has been adjusted to exclude the effect of regularly recurring influences (e.g. holidays) but the figures still reflect the effects of factors that do not recur regularly (e.g. strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Monthly averages — Thousands

	Passenger cars cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1964 1st quarter	155·4	38·2
2nd quarter	155·3	38·8
3rd quarter	148·6	37·3
4th quarter	163·3	40·6
1965 1st quarter	143·4	38·9
2nd quarter	146·3	40·6
1964 July	138·5	32·7
August	158·6	41·2
September	148·9	38·0
October	163·0	40·6
November	162·6	40·3
December	164·2	40·9
1965 January	152·7	39·9
February	144·5	39·5
March	132·9	37·4
April	140·8	41·3
May	145·9	41·8
June	152·2	38·7
July	139·2	35·3
August	127·1	33·7
Average of:		
March to May	139·9	40·2
June to August	139·5	35·9
Percentage change	—0·3	—10·6

TABLE 2 Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	June		Six months ended June		June		Six months ended June	
	1964	1965	1964	1965	1964	1965	1964	1965
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,952	1,785	9,967	9,755	1,601	1,518	8,925	8,450
Other Commonwealth	136	132	812	765	175	180	989	986
Foreign	3,772	3,696	20,216	20,652	2,632	2,801	16,520	16,496
TOTAL	5,860	5,613	30,995	31,172	4,408	4,499	26,434	25,932
	Thousand net tons							
Commonwealth (1):								
Registered in United Kingdom	4,541	4,129	23,359	22,444	2,592	2,576	14,141	13,926
Registered in Canada	—	—	7	4	—	—	7	—
Registered in other countries	180	222	1,160	1,301	156	153	959	925
Soviet	100	88	374	395	33	22	155	127
Finnish	68	66	309	387	23	21	187	160
Swedish	252	272	1,675	1,982	102	123	632	743
Norwegian	1,041	961	5,588	6,415	380	416	1,947	2,221
Danish	236	266	1,338	1,495	167	195	740	922
Polish	30	17	124	122	17	18	105	76
German	424	381	1,828	1,935	173	242	1,212	1,361
Dutch	672	706	3,736	3,746	441	404	2,798	2,463
Belgian	168	184	942	1,000	126	149	767	806
French	480	584	2,008	2,143	269	313	1,325	1,276
Spanish	32	36	351	336	56	39	325	318
Italian	84	155	633	900	3	13	37	22
Yugoslav	24	16	73	59	9	6	39	38
Greek	125	244	953	1,257	46	39	206	298
United States of America	296	254	1,612	1,306	185	189	1,266	1,035
Panamanian	109	168	498	920	9	25	95	121
Liberian	512	715	2,895	3,980	31	76	125	232
Other	174	148	908	805	115	88	564	543
Total foreign	4,829	5,259	25,846	29,182	2,184	2,378	12,525	12,764
TOTAL	9,549	9,610	50,373	52,930	4,931	5,107	27,633	27,615
Trading areas:								
Irish Republic	453	527	2,225	2,339	405	466	2,190	2,242
Northern Europe (Foreign)	2,241	2,151	11,814	12,268	1,667	1,685	10,089	9,949
Europe (Atlantic) and Western Mediterranean Countries	1,038	1,150	5,012	5,639	761	832	3,633	4,016
Central and Eastern Mediterranean Countries	763	1,133	4,972	6,259	147	144	866	765
West and South Africa	475	457	3,258	3,734	169	153	1,358	1,249
East Africa, Persian Gulf, India	1,392	1,217	7,724	7,227	242	242	1,406	1,431
Eastern Asia and Islands in the Pacific	236	167	1,282	1,148	161	164	1,037	1,084
Australasia	344	327	1,788	1,739	169	156	1,095	1,007
North America (Atlantic Coast)	1,515	1,472	5,674	5,632	905	979	3,941	4,014
West Indies and Central America (Atlantic Coast)	756	651	4,340	4,733	148	143	852	895
South America (Atlantic Coast)	166	223	938	986	89	94	649	571
South and Central America (Pacific Coast)	46	26	322	282	30	17	159	109
North America (Pacific Coast)	118	106	942	899	36	32	354	276
Other areas	6	4	80	43	—	2	2	3
Total Commonwealth Countries (1)	3,363	3,216	16,915	16,897	1,361	1,405	7,529	7,659
Total Foreign Countries	6,186	6,394	33,458	36,033	3,571	3,702	20,104	19,956
TOTAL	9,549	9,610	50,373	52,930	4,931	5,107	27,633	27,615

(1) Includes Irish Republic and South Africa.

TABLE 3 Foreign trade arrivals and departures at principal ports for the period January — June

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	6	4	15	42	22	46	42	21	60	53	22	64
Bristol	2,167	2,087	934	2,248	2,175	1,001	261	353	362	1,993	2,062	859
Cardiff	839	774	339	981	905	497	330	222	299	1,187	1,014	530
Dover	1,818	1,840	1,526	3,331	3,315	2,887	1,717	1,800	1,414	3,297	3,331	2,868
Falmouth (inc. Truro)	18	46	32	594	496	176	4	1	5	823	765	179
Folkestone	321	312	286	474	511	415	294	274	256	489	531	425
Grimsby (inc. Immingham)	1,262	1,350	1,281	1,560	1,489	1,410	520	290	429	1,585	1,478	1,413
Harwich	1,930	2,149	1,728	2,004	2,272	1,859	1,964	2,197	1,782	2,027	2,275	1,889
Holyhead	609	618	485	630	636	506	606	607	479	625	618	492
Hull	2,304	2,359	1,845	2,602	2,528	2,074	979	807	1,188	2,516	2,438	1,976
Lancaster	240	124	23	248	143	50	8	10	30	169	125	49
Liverpool	7,258	7,402	2,746	8,743	8,741	3,443	3,734	3,594	2,259	8,846	8,980	3,391
London	14,605	15,074	7,571	18,510	18,905	9,186	7,554	7,296	5,929	18,179	18,183	9,399
Manchester (inc. Runcorn)	2,773	2,867	1,352	2,942	3,022	1,526	937	930	1,018	2,647	2,644	1,513
Middlesbrough	1,529	1,579	661	2,082	2,108	926	924	1,040	747	2,185	2,318	1,057
Milford Haven	2,154	3,011	199	2,447	3,477	406	227	395	141	2,337	3,261	348
Newhaven	229	320	466	250	354	533	243	279	447	256	346	522
Newport (Mon.)	659	546	262	1,005	864	456	606	523	401	1,045	994	518
Plymouth	138	121	275	327	294	451	66	72	199	358	276	407
Southampton	7,470	8,085	1,302	9,327	9,659	1,729	3,630	3,929	1,093	9,293	9,713	1,747
Swansea	638	432	256	1,439	1,128	770	1,225	1,049	993	1,678	1,300	1,070
Tyne ports	1,194	1,214	718	1,761	1,836	907	822	718	594	2,097	2,187	963
Glasgow	2,586	2,667	806	3,013	3,020	934	1,450	1,329	533	3,156	3,058	906
Grangemouth	523	465	538	755	683	655	596	544	538	923	725	670
Greenock	306	342	68	948	1,029	177	173	220	38	946	1,165	180
Leith	414	398	553	432	425	579	179	164	352	388	382	528
Belfast	983	1,110	638	1,053	1,162	709	219	231	253	799	1,044	540
Other ports	4,207	4,392	8,045	5,157	5,452	10,614	2,275	2,419	6,246	5,000	5,346	10,406
TOTAL	59,179	61,690	34,950	74,906	76,649	44,922	31,584	31,314	28,085	74,896	76,578	44,909

(continued on next page)

SHIPPING MOVEMENT AT UK PORTS, *continued*

TABLE 4 Coasting trade arrivals and departures at principal ports for the period January—June

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	10	15	46	1,178	1,046	1,400	1,175	1,034	1,327	1,189	1,053	1,381
Bristol	568	835	692	853	1,123	2,329	329	654	1,550	1,096	1,350	2,507
Cardiff	182	328	382	624	758	1,572	145	153	817	434	571	1,512
Cowes	1,076	873	4,567	2,135	2,049	9,141	1,017	803	4,051	2,147	2,039	9,101
Falmouth	90	104	101	480	427	338	57	56	195	147	134	310
Hartlepool	17	51	60	388	355	339	339	291	255	369	363	349
Hull	503	485	222	841	918	850	307	429	609	957	955	901
Immingham	178	375	76	519	826	505	246	568	401	563	823	516
Lancaster	660	803	482	742	1,006	775	787	565	528	825	745	653
Liverpool	1,429	1,675	1,492	2,065	2,398	2,360	1,355	1,504	1,875	2,187	2,393	2,431
London	3,812	4,070	3,681	5,024	5,065	5,096	1,230	1,349	1,597	5,410	5,555	5,065
Manchester	525	498	368	757	736	853	438	397	483	905	781	855
Middlesbrough	181	202	205	655	699	762	244	180	327	533	524	624
Milford Haven	230	160	52	1,196	1,637	569	1,293	1,783	592	1,326	1,874	626
Newport (Mon.)	172	184	711	367	308	810	112	12	28	312	216	748
Portsmouth	207	216	964	1,470	1,414	5,664	41	40	454	1,461	1,419	5,652
Preston	514	571	932	571	629	1,077	471	537	856	589	657	1,128
Southampton	1,262	1,507	4,913	2,863	2,890	6,233	2,433	2,454	5,095	2,805	2,850	6,325
Sunderland	129	128	181	1,053	929	1,091	854	730	822	1,021	907	1,048
Swansea	91	71	252	965	808	1,875	579	479	1,283	673	607	1,552
Tyne ports	313	363	130	1,846	1,965	1,403	914	941	1,001	1,550	1,609	1,355
Glasgow	656	630	608	1,084	1,041	880	441	506	532	914	1,027	900
Belfast	2,924	2,968	3,987	3,076	3,148	4,327	2,393	2,436	2,879	3,134	3,199	4,421
Other ports	6,051	6,682	15,284	8,631	9,183	23,034	4,182	4,879	9,804	8,586	9,089	22,834
TOTAL	21,784	23,793	40,388	39,383	41,355	73,283	21,382	22,776	37,361	39,132	40,740	72,794

TABLE 5 Coasting trade movement at UK ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of June 1964	6,673	3,271	2,828	443	6,556	3,396	2,870	526
Month of June 1965	6,287	3,468	2,894	574	6,230	3,473	2,818	655
Six months ending June 1964	36,693	18,506	15,837	2,669	35,733	18,826	15,816	3,010
Six months ending June 1965	35,448	20,440	16,649	3,791	34,012	20,174	16,256	3,918
In ballast: Month on June 1964	8,621	3,370	2,830	540	8,009	3,295	2,891	404
Month of June 1965	7,216	3,140	2,656	484	7,246	3,259	2,729	530
Six months ending June 1964	36,098	17,431	14,321	3,110	35,531	16,776	14,135	2,641
Six months ending June 1965	32,480	17,366	13,963	3,404	33,281	16,936	13,914	3,022
Coasting Trade – United Kingdom								
With cargo: Month of June 1964	7,372	3,770	3,291	479	7,054	3,803	3,254	549
Month of June 1965	7,159	4,033	3,411	622	6,844	3,929	3,242	687
Six months ending June 1964	41,411	21,784	18,852	2,932	38,933	21,382	18,174	3,208
Six months ending June 1965	40,388	23,793	19,713	4,080	37,361	22,776	18,654	4,122
In ballast: Month of June 1964	8,678	3,410	2,869	541	8,324	3,448	3,019	429
Month of June 1965	7,282	3,184	2,698	486	7,596	3,419	2,867	552
Six months ending June 1964	36,495	17,600	14,452	3,148	37,653	17,749	14,984	2,765
Six months ending June 1965	32,895	17,562	14,111	3,452	35,433	17,964	14,744	3,220

(a) Commonwealth and Irish Republic.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for July, 1965, prepared by the Ministry of Commerce, is 134 (1958=100). This is 5 points lower than the index for June 1965, but 20 points higher than for July 1964.

The index numbers for the main industrial groups for July, 1965 with the increase on July, 1964 shown in brackets are: textiles 106 (+10 points); clothing 113 (+1); engineering and metals 105 (+22); food, drink and tobacco 122 (+7); timber and furniture 116 (+33); other manufacturing industries 309 (+87); construction 172 (+24); gas, eclectricity and water 132(+16).

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:
Office Machinery for June 1965.
Gramophone Records for July 1965.
Processed Man-made Continuous Filament Yarns for July 1965.

Quarterly at 7s. 6d. a year, post free:
Pesticides and Allied Products for April-June 1965.

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the four weeks ended August 28, 1965:

Distributors' earnings submitted:		
High cost films	£752,590	
Low cost films:		
Eligible (after multiplying by 2½)	£13,817	
Not eligible for 2½ times rental	£9,021	
		£775,428
Films of less than 3,000 feet (after multiplying by 2½)		£56,067
		£831,495
Levy collections paid to Agency by HM Customs and Excise to September 6, 1965, with an estimate of collections for two weeks, approximately covering entertainments to August 28, 1965		£438,500

The tenth interim allocation for the eighth distribution period will be at the rate of 49½ per cent.

Cinema admissions and takings in July

DURING JULY, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 6.7 million and the weekly average of gross box office takings was £1.30 million.

National Film Finance Corporation annual report

THE NATIONAL Film Finance Corporation annual report and statement of accounts for the year ending March 31, 1965 (Cmnd. 2770) was published on September 24. Copies are available from HM Stationery Office. Price 1s. 6d. net. (Post orders in London to PO Box 569 S.E.1.)

Overdrafts of the nationalized industries

THE TOTAL bank overdrafts of the nationalised industries at September 15 amounted to £84.3 million, of which £73.5 million was from the clearing banks and £10.8 million from the Scottish banks.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL (*See page 800 of this issue*).

OVERSEAS MANAGERS VISIT TO PARENT COMPANY

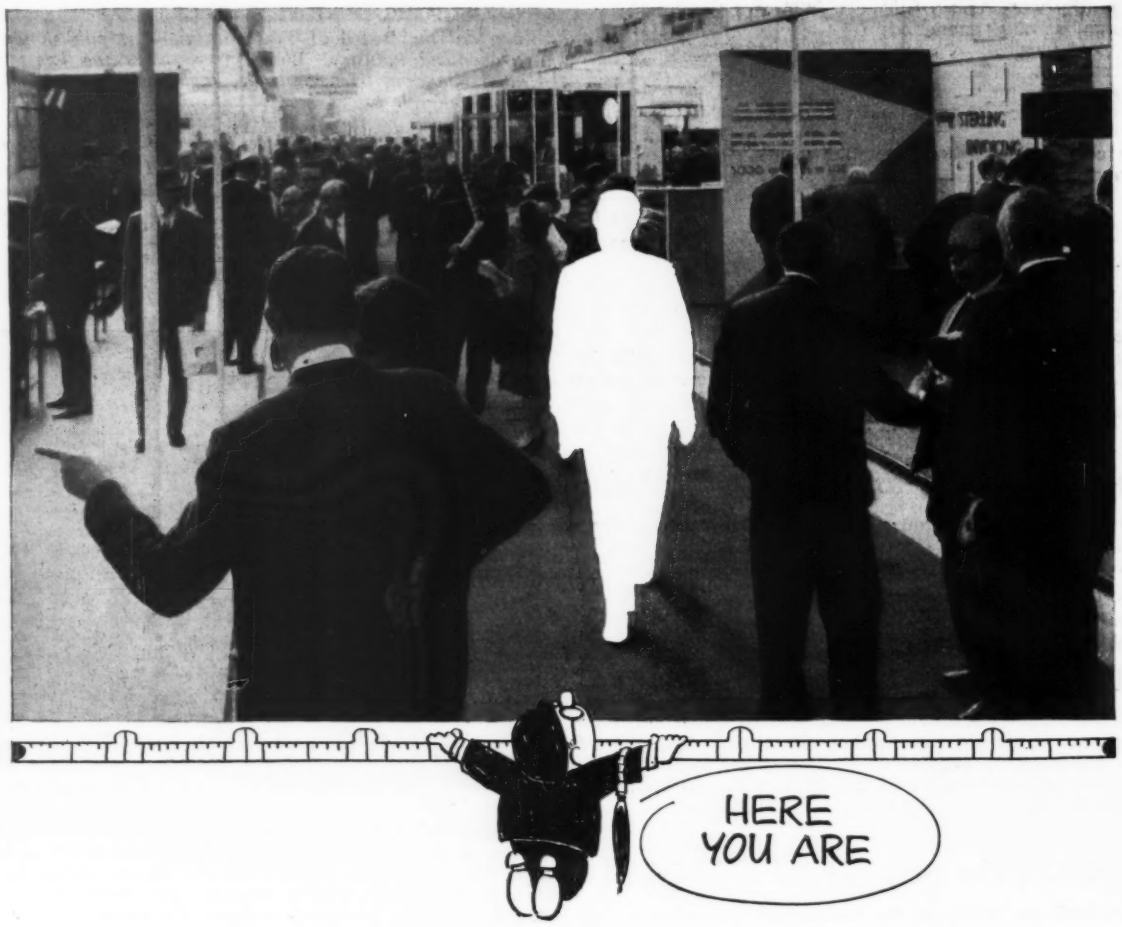
Two of Spicer's Ltd., overseas managers visited the company's stationery factory at Sawston, Cambridge, recently. Here, left to right, are Mr. I. L. Knock, manager, Forward Factory, Jacobs, Natal, South Africa; Mr. R. L. Roberts, general manager, Stationery Division, Sawston; Mr. L. F. Carter, production manager, Conversion Division, Australia; and Mr. J. T. O'Callaghan, production manager, Stationery Division, Sawston.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday September 24, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Introduction to Sydney	Br/E 30697	19	September 21	Columbia Pictures Corp. Ltd.	New South Wales Department of Tourist Activities.
Pathe Pic. Series 560/572: *Pathe Pic. No. 565*	Br/E 30698	8	September 21	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
The Return of Mr. Moto	Br/E 30699	71	September 24	Twentieth Century-Fox Film Co. Ltd.	Lippert Films Ltd.
Movietone News 1893A	Br/E 30394	7	September 24	" "	British Movietonews Ltd.
Movietone News 1894	Br/E 30395	8	September 24	" "	" "
Pathe News 65-76	Br/E 30474	8	September 24	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-77	Br/E 30475	8	September 24	" "	" "
			FOREIGN		
That Darn Cat	F 30680	116	September 20	Walt Disney Productions Ltd.	Walt Disney Productions
Gems from Gemini	F 30681	6	September 21	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Incorporated
Down with Cats	F 30682	6	September 21	" "	" "
The Proton Pulsator	F 30683	6	September 21	" "	" "
Friend Fox	F 30684	6	September 21	" "	" "
Scientific Sideshow	F 30685	6	September 21	" "	" "
Jungle Jack	F 30686	6	September 21	" "	" "
Cotton Pickin Picnic	F 30687	6	September 21	" "	" "
Supermouse Rides Again	F 30688	5	September 21	" "	" "
Law and Disorder	F 30689	6	September 21	" "	" "
Oscar's Moving Day	F 30690	6	September 21	" "	" "
Hokey Home Movies	F 30691	6	September 21	" "	" "
Space Pet	F 30692	6	September 21	" "	" "
The Prehysteric Inventor	F 30693	5	September 21	" "	" "
Pandora's Box	F 30694	6	September 21	" "	" "
Martian Moochers	F 30695	6	September 21	" "	" "
Who's Dragon	F 30696	6	September 21	" "	" "
Marriage on the Rocks	F 30700	101	September 24	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.

NOTE:—The particulars of the film "Coplan Agent 005" (F30575) registered on August 9, 1965 have been corrected to show the address of Cinephonic as Paris



The Business Efficiency Exhibition is now the biggest in Europe

The Business Efficiency Exhibition is now the largest, most exciting, most comprehensive of its sort in Europe. It has the latest products from almost every business equipment manufacturer in the world.

There are machines systems for vast organisations—and small businesses. New machines on show for the first time. New ideas that will pay for themselves in a matter of weeks.

1 More room, more exhibits. Two halls instead of one; the National Hall (ground and first floor) and the Grand Hall. 183 stands, which will be seen by 150,000 businessmen.

2 Business '65. A 2-day symposium on the human aspects of decentralisation and automation. Apply now for tickets for your senior staff from B.E.T.A., 64 Cannon Street, E.C.4.

3 First ever Business Service. Four of the Big Five banks and two major Financial Houses are going to be there. Ready with advice and help. And this first-ever Business Service section is supplemented by the Electrical Development Association, the Location of Offices Bureau, and the Post Office.

Shop for profit at the

BUSINESS EFFICIENCY EXHIBITION

Organised by the Business Equipment Trade Association

OCTOBER 5-13th Olympia, London, 10 a.m.-6.30 p.m. Saturday 10 a.m.-4 p.m. Admission 3/6

Exhibitions and Fairs

New products for better business

SOME HIGHLIGHTS OF THE BUSINESS EFFICIENCY EXHIBITION OLYMPIA, OCTOBER 5 to 13

COMPUTERS, CALCULATORS, magnetic tape typewriters, microfilm systems: devices to ease, speed up or otherwise improve every aspect of office procedure (and in some cases introducing entirely new procedures) will be displayed from next week at Olympia when Mr. Douglas Jay, President of the Board of Trade officially opens the 56th Business Efficiency Exhibition on October 4. This will be Preview day for special guests of the industry. The exhibition will be open to the public on October 6 to 13, from 10 a.m. to 6.00 p.m. (4.00 p.m. on Saturday). Admission is 3s. 6d.

British business equipment exports last year totalled £52,875,884, according to the Business Equipment Trade Association, who are organizers of the Exhibition. Of this record total, they say £40.6 million comprised office machinery and £12.2 million other business equipment such as safes, desks, filing cabinets, seating, and so on. The best customer for machinery were Australia (£5.3 million), France (£3.3 million), United States (£3.2 million) and West Germany (£3 million). In 1949 exports of United Kingdom business equipment were only £3.5 million. By 1955 the figure had risen to £22.6 million and by 1959 to £30 million.

Since 1920, a period when the annual turnover of the industry was little more than a quarter of a million pounds and its exports virtually non-existent, until today, when exports alone of business equipment stand at around £50 million a year, the Business Efficiency exhibitions have grown into a national institution. For the first time this year the Exhibition will occupy two of the three halls at Olympia – the Grand and the National.

Another innovation this year will be the inclusion for the first time of a number of firms not in membership of the Association. These will be confined, however, to organizations demonstrating business services of one kind or another (as opposed to business equipment), and will include banks, the GPO, Location of Offices Bureau, telephone cleaning services, finance houses, and so on.

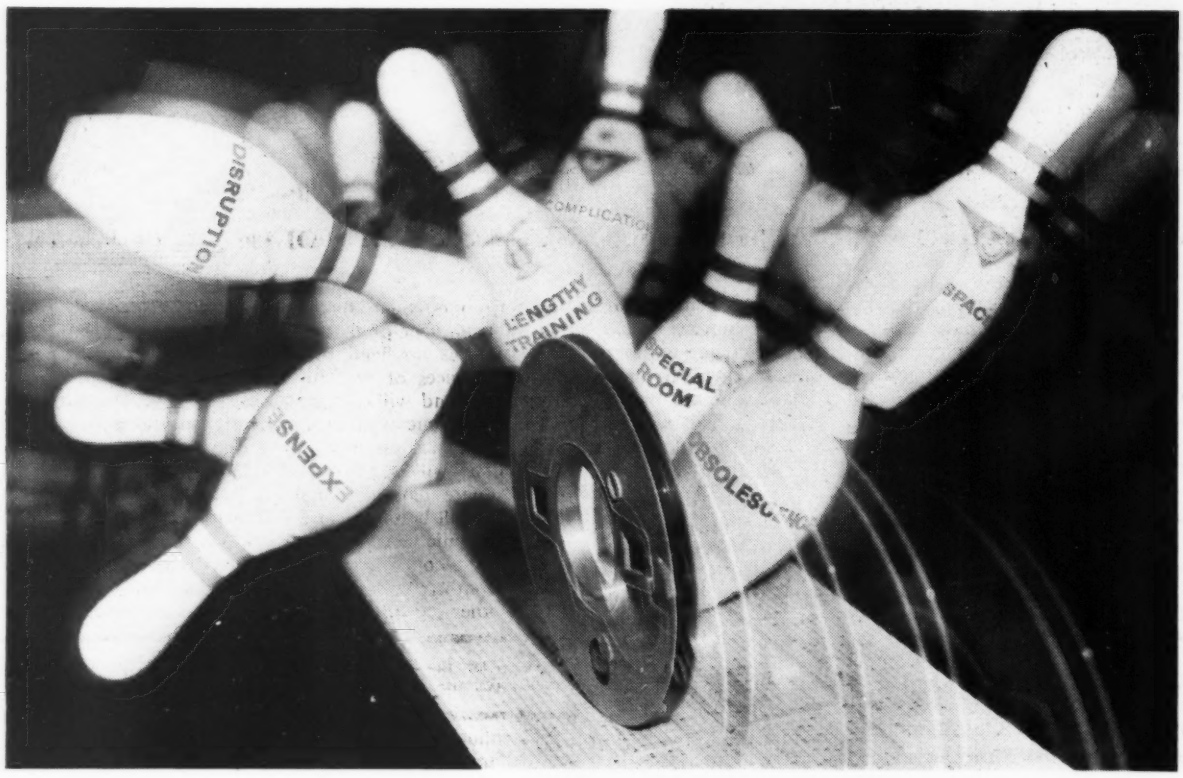
The equipment on display – worth something in the region of £10 million – will occupy nearly 160,000 square feet of stand space, 24,000 square feet more than at last October's show. Some 170 companies will be taking part (153 last year), their products ranging from electronic computers to portable dictating machines, from safes to coin-counting machines, from desks to closed-circuit television, from typewriters to telephone answering machines, and a host of other office machines and business equipment.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 778.

In conjunction with the Exhibition, and also at Olympia, BETA will be holding 'Business 65', a two-day symposium on October 5 and 6. The subject on the first day will be 'Automation and the Individual' and on the second, 'Decentralization and Management Control'. Various aspects of these two subjects will be reviewed by top speakers, all expert in their knowledge of the problems involved. 'Business '65' will take place in the Apex Restaurant of Olympia's National Hall with seating accommodation for 700 on each of the

(*Continued on page* 765)

The Burroughs B300 series full computer system.



Every rational doubt about computers scattered by NEW I.C.T. 1901!

Like no other computer before it, this new I.C.T. machine provides full-scale computing at a cost every business can afford. It meets and destroys the doubts that Managements often have about computers. (Doubt-destroying facts: the 1901 needs no expensive special room; no extensive staff training; and really is low-priced.) It does in fact bring full-scale, long-term computing bang within the reach of thousands—yes, thousands—of organisations who have been hesitating to take the computer plunge. Here are the special benefits it offers.

1. In only 4 days your staff can learn how to use the 1901.

2. Only minimum air filtration is needed; *no* expensive false flooring, total air-conditioning, etc.

3. The 1901 has new push-in (cassette-loaded) magnetic tape decks! Simple to use and *low-priced*.

4. It has proven reliable circuit packages. (Used throughout the 1900 Series.)

5. The 1901 is a sound long-term investment. It has full program and data compatibility with the rest of the 1900 Series, and uses I.C.T. Standard Interface. *This means that your initial capital outlay is protected.* (Ask us to *prove* to you how this is so!)

Check up on the new 1901!
If you're hesitating about buying a computer—I.C.T. say just this. We know it's a serious decision. That it needs hard facts. And cool appraisals. We will gladly provide all the facts about the remarkable 1901, and help you in any other way we can. Why not as a first step ask for a brochure—or for someone who can interpret your problem in terms of a computer to come and discuss the matter with you.

International Computers and Tabulators Limited

I.C.T. SALES HEADQUARTERS, BRIDGE HOUSE, PUTNEY BRIDGE, LONDON S.W.6

I.C.T. has taken the risk out of choosing a computer

two days. The cost of a single day's ticket, including an executive lunch tray, will be £5 5s. and will admit the holder to the BEE as well. A two-day ticket will cost £9 9s.

Last October's BEE saw at least 100 new items on show for the first time, including electronic computers, document shredders accounting machines, collators, photocopiers, stamp dispensers, magnetic tape typewriters, dictating machines, microfilm systems, filing retrieval, office intercommunication and many others.

Many companies regard this year's exhibition as an appropriate occasion for launching new ranges and products. The following is a selection of some of the new machines and equipment which are being shown.

New musical typewriter

A musical typewriter, the Imperial Pavey Musigraph, which has been invented by Miss Lily Pavey of Camberwell, London, and which has been produced by the Imperial Typewriter Co., of Leicester, will be displayed for the first time. The machine together with its accessories – the clock metronome, the block and hammer sounding device and a series of instruction charts – enables a person with no knowledge of music to compose a tune and write it down in its correct musical form. Transposition is also made easy. Arrangements have been made with three British firms to produce the machine as the demands arise.

Optical character reader

The Farrington Optical Character Reader Model 1P4P reads, line by line, batches of information produced by electric typewriters, adding machines, high speed printers or addressing machines equipped with Selfchek R type-font. Output may be punched cards, punched paper tape, magnetic tape or on-line to computer. The model at the BEE will be reading delivery notes with type alpha-numeric headings and commodity lines printed on the Bradma Model 410 (E/SPB), output being in this case punched paper tape. Alternatively, preprinted delivery notes with typed quantities are acceptable, the machine skipping at high speed over unwanted items.

Adrema Limited. Stand Number 126.

Synchromatic equipment, which will be displayed by Remington Rand Ltd., covers a complete range of office paper tape data preparation units. Typewriter or keyboard units are available.

For mailroom folding

Avoidance of mailing delays and expensive overtime is the object of the 'Fordifold' office folding machine for statements, correspondence, invoices, bulletins, price lists and so on. There is a variable speed control to suit different weights in any size up to 11¼in. x 17in. Cross-scoring wheels and micrometer adjustment of folding stops are incorporated, together with conveyor belt stacking. *Office Mechanisation Limited. Stand Number* 41/64.

(*Continued on next page*)

Economic *manufacture of Interfaces*
Centralise *your interconnecting problems*
Up-date *your present installation, connect newer and faster peripherals*

Tape to tape, data rate, and data code conversions . . . Just a few of the problems our services cover

interfaces COMPUTER LTD

Consultants and Manufacturers of Peripheral and Computer Interconnections

8 RADNOR HOUSE,
93-97 Regent Street, London W.1. Regent 5351

PHONOTAS
CLEAN PHONES

Phonotas — specialists in telephone sterilisation for over fifty years — always use EX4 — the most efficient germicide for telephones. Exclusive to Phonotas, EX4 keeps telephones permanently dust and germ free. Write for full details.

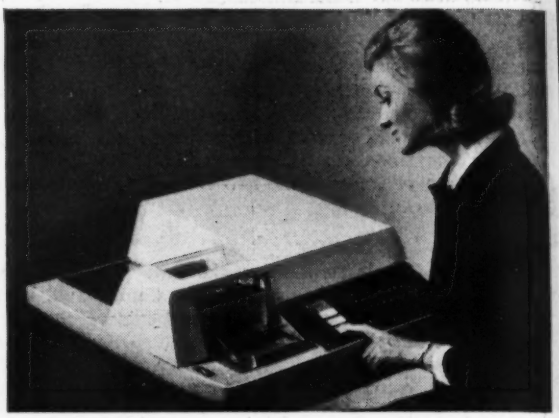
A NATIONWIDE SERVICE

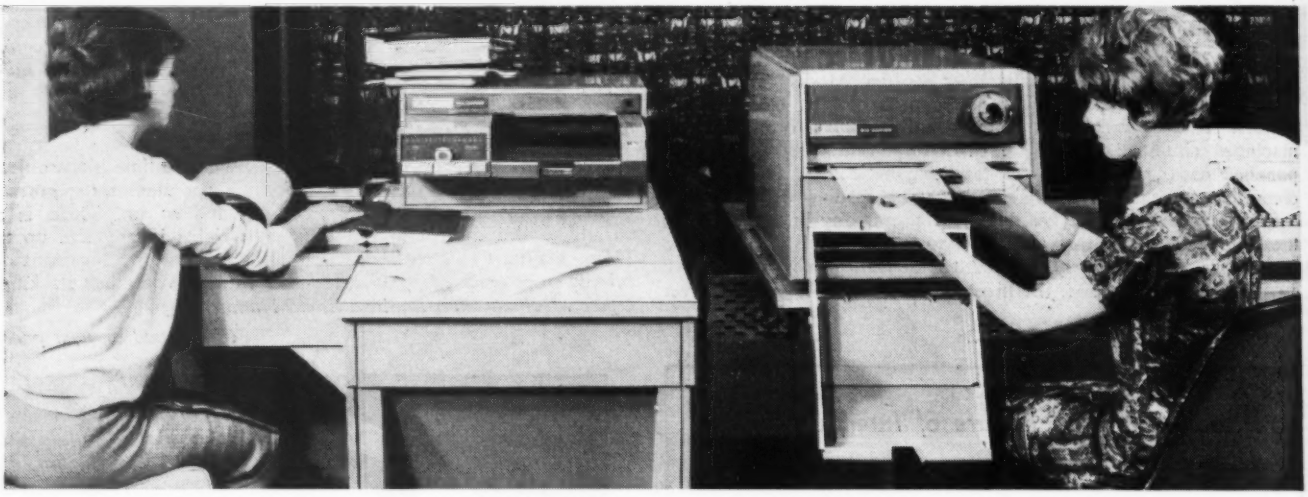
PHONOTAS CO LTD

Head Office
1-3 Newton St., London WC2
Telephone HOLborn 7221

AUTOMATION IN THE OFFICE

On the right is the 'Anita' Mark 9 electronic desk calculator which, its manufacturers, Sumlock Comptometer Ltd., claim, provides a unique approach to continued multiplication and division with automatic decimal point programming. Of particular value is the facility to 'check' and 'recall' all figures of information and result. The electronic bank note counter on the far right is a new product developed by Crosfield Electronics Ltd. It counts new and used bank notes at a rate of 20 per second. A number of notes can be dispensed by selecting the required number on illuminated electronic touch buttons. The picture below shows Rank Xerox Ltd.'s 914 office copier (left) with the 813 office copier. The 914 handles bulk work, providing a centralized copying service, which can copy from books if needed. The 813 cannot copy from books but is very compact. Both make xerocopies.





World's first touch-dial telephone

The Shipton Automation Group have designed and are manufacturing what they say is the world's first electronic touch-dial telephone. This instrument features 10 numbered keys, each internally connected to its own counting circuit. It can be connected to any automatic exchange anywhere in the world, operation being entirely automatic with transistors and printed circuit connections giving low current consumption.

Shipton Automation (Sales) Limited. Stand Number 22/36.

Split-second sterling multiplication

The E100 electronic computing-accounting machine, launched in July at their Cumbernauld factory in Scotland, is regarded by Burroughs as a great break-through in low-cost office automation. The machine combines electronic multiplying and storage with highly advanced descriptive accounting techniques. It will multiply a 10 digit number by a 10 digit number in just over 1/100th of a second. Principal features are split second sterling multiplication, electronic decision making, fixed factor storage and automatic form handling.

Burroughs Machines Limited. Stand Number 217.

Postal distribution trolley

The Mobinet postal distribution trolley. It has detachable frames for loading at desks, 25 files being supplied to each frame. Easily able to negotiate stairs, the trolley has a tray below for small parcels or returned mail.

The Mobinet Company Limited. Stand Number 6.

Applies 7,500 labels or imprints an hour

The Cheshire 514 is a new machine that uses computer efficiency to reduce mailing costs. With this machine, addresses from a computer are applied – as labels or heat transfer imprints – onto envelopes, cards or forms. Labels or address imprints can be applied in any required position onto a wide range of documents 3¼in. x 5½in. up to 12in. x 12in., and up to ⅛in. thick.

Computer Addressing Systems Limited. Stand Number 312.

Four precision function burster

The Paragon Series 400 Burster takes forms-detaching several stages further than hitherto. It is engineered to perform four precision functions – slitting, imprinting, detaching and stacking. High speed slitters remove one or both margins and also slit the form into two, if required. Single and multi-part continuous forms, including tabulating cards can be detached.

Lamson Paragon Limited. Stand Number 108.

Electric pencil sharpening

Features of the Apscomatic all mains electric pencil sharpening machine are: self-adjusting pencil chuck, point adjuster, microswitch, motor and gear train, cutter head assembly, non skid base, quiet operation and easy maintenance.

Standard Office Supplies Company Limited. Stand Number 212.

Automatic tape cassette dictating machine

The Stenorette 100 dictating machine uses a new square tape cassette which it automatically threads and ejects, thus proving a

(*Continued on page* 769)

MANAGEMENT COURSES LIMITED

Directors: J. M. S. RISK Ph.D G. RONALD COE O. W. STANDINGFORD

Management Courses Limited hold courses in first-class hotels in London and the Provinces, and by request at clients' premises. The subjects cover certain aspects of management—examples of some of the 1 and 2-day courses are shown below:

	LONDON Date	Manchester, Liverpool and Birmingham Date
COMPUTER COURSES		
Computer Feasibility Studies	October 12	October 19 Manchester
" " "		October 26 Liverpool
Computer Job Specifications	October 13	
Computers and the Accountant	November 24	October 20 Manchester
" " "		October 27 Liverpool
Computers and Top Management	November 25	
SALES and DISTRIBUTION MANAGEMENT		
Export: Why not?	October 5	October 12 Manchester
" "	December 7	
How to improve your Sales Administration	October 6	October 13 Manchester
" " " "	November 30	
How to control Transport and Distribution costs	October 27	November 10 Manchester
Researching Industrial Markets	November 16	
Sales Forecasts and Budgets	December 1	
Top Data for the Sales Executive	December 2	
PRODUCTION MANAGEMENT		
Operational Research for Managers	October 14	
Value Analysis	October 19	
Financial Techniques for Managers	October 20/21	December 7/8 Manchester
Stock Control and Reduction	October 26	November 9 Manchester
Top Data for the Production Executive	October 28	November 11 Manchester
Budgetary Control for Managers	November 2	
Diagnosis for Cost Reduction	December 8	
COMPANY CONTROL		
Better Annual Reports?	November 4	October 26 Manchester
Company Control	November 9/10	
Planning for Company Expansion	November 11	November 30 Birmingham
" " " "		December 9 Manchester
How to analyse Company Accounts and Yields	November 25	
MANAGEMENT ACCOUNTING		
Speed up your Monthly Accounts	October 7	October 14 Manchester
" " " "	December 9	
Discount the Cash Flow	October 12	October 27 Manchester
" " "	November 23	December 1 Birmingham
More about DCF	October 13	October 28 Manchester
" " "	November 24	December 2 Birmingham
Standard Marginal Casting	November 3	
How to install Budgetary Control and Standard Costs	November 17/18	
OFFICE MANAGEMENT		
The Private Secretary as PA	October 14	October 21 Manchester
" " " "	November 23	October 28 Liverpool
How to do Job Grading (Clerical)	November 9	November 2 Liverpool
How to set Office Salary Scales	November 10	November 3 Liverpool
How to improve your Filing	November 11	November 4 Liverpool

Please send your reservations, or write for further details to:

Secretary for Courses, Management Courses Limited, Albany Courtyard, Piccadilly, London, W.1

make a date with Kodak...

Stand 225
Business Efficiency
Exhibition
Olympia London
4-13th October

and see the latest in...

- Office copiers
- Microfilm systems
- Small-offset platemaking equipment
- Reprographic aids

Kodak

serves modern business

Kodak Limited □ 246 High Holborn, London WC1 □ Telephone: Holborn 7841

Circular filing system being shown by ADM Business Systems Ltd. It is available for export in knockdown construction.

boon to the busy executive and his secretary.
Grundig (Great Britain) Limited. Stand Number 93.

Interchangeable furniture

A suite of furniture which can be formed into different layouts and uses is being shown. This company's unit furniture consists of frames, table tops and seats, and is completely interchangeable.
Evertaut Limited. Stand Number 43.

Card projection by laminator

The 4LD Card Laminator System consists of laminator, a film pulling attachment and a hand-operated dye cutter. Frequently handled identity cards, passes, credit cards, and so on, can be heat sealed with tough Polyester film for life-long protection from excessive wear and tear, dirt, grease and most acids.
General Binding Company Limited. Stand Number 78/86.

Mailing scale

The Model S107 Visible Indicating 32 oz. Mailing Scale ensures correct postal charge, and is designed for all kinds and classes of mail. Features include automatic pendulum action, and easy-to-read chart graduations.
Pitney Bowes Limited. Stand Number 130.

Spirit duplicator has new features

Major restyling and a number of improvements are features of the 900 – 1700 range of Banda spirit duplicators. Instant fluid priming from a 1 gallon can is housed in the smart storage unit. Roller damping and automatic fluid control, together with a 20 per cent increase to the pressure range, gives longer and clearer runs than hitherto. Feed tray capacity has been increased to cater for the longer runs and the two wheels themselves now have instant alignment for a simpler yet faster start.
Block and Anderson Limited. Stand Number 24/34.

Vertical camera

The Photorite Repromaster vertical camera covers a wide range of requirements for the art studio, advertising agency, small offset department and general printing office. It has been designed for

FOR THE EXTRA STACKS YOUR STORAGE LACKS... *Get moving!*

GO MOBILE WITH

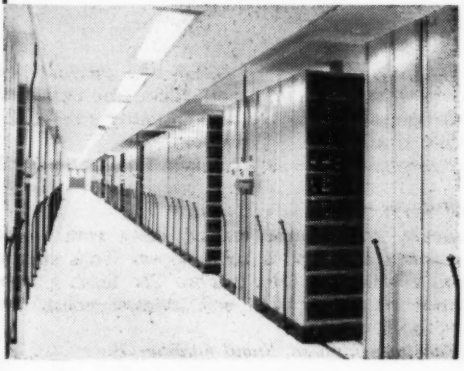
INGOLD-COMPACTUS
World Patents

VISIT US AT THE BUSINESS EFFICIENCY EXHIBITION STAND 8

Away with static shelving! Ingold-Compactus, hand or electrically operated, brings storage to life, spells streamlined, smooth-running efficiency. The stacks, which run on rails, form a solid block, all or part of which can be moved at a touch. Just one gangway that can be opened up at the desired column. **You can gain as much as 150% more storage in the same area!** For FREE Advisory Service, full technical information and quotations, please contact:

J. GLOVER & Sons Ltd.

LEACROFT WORKS, 294 QUEENS ROAD, EGHAM, SURREY Egham 3828



A typical Ingold-Compactus installation. The many systems available cover every storage need and range from simple 7" shelves to racking with loads of up to 1,000 tons (2 tons per pallet)

Pitman Books

Office Organization and Method
3rd edn. G. Mills and O. Standingford

Now in its third edition, this practical book surveys the entire field of office organization and method, including organization and control, accounting and general services, machinery and equipment, accommodation and furniture, personnel policy, reports and committee procedure. 22s. 6d. net.

Simplifying Office Work
O. Standingford

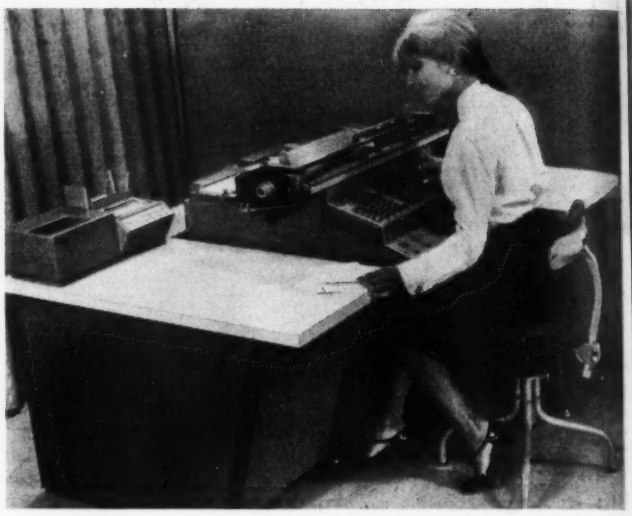
The complete, practical introduction to office organization and method techniques. The author, well known as an authority in this field, has written with the manager and management student in mind, although his book will interest the O. and M. specialist also. 16s. net.

Measuring Office Work
L. H. Bunker

This book deals with every aspect of the subject from the management point of view. It examines the function and purpose of work measurement, its techniques as applied to office work, the units of measurement, and the various measuring devices. 10s. 6d. net.

Pitman, Parker St., London, W.C.2

Using the Dictaphone Co. Ltd.'s latest model, the Time Master TA6 50. This features 'automatic gain input', which means that, however loudly or softly one speaks, the recording is made at the same level.



Claimed to be an entirely new accounting system, the National Cash Register Co. Ltd.'s NCR 395 incorporates a solid-state computer-type processor and a magnetic disc memory holding up to 120 14-digit totals.

making small offset litho plates by direct transfer method and for reproducing both line and half-tone negatives either on paper or film for printing down. Its copy and reproduction area is up to 14in. x 16½in. and its weight only 160 lb. Distortion-free enlargements up to five times linear, reductions down to six times linear.
Ellams Duplicator Company Limited. Stand Number 79.

Spring-loaded support for unit storage furniture

A new approach to unit storage furniture is Omni. None of the conventional wall, ceiling or floor fittings are required, units being supported by spring-loaded poles which will not mark the walls, floor or ceilings. All wooden units are in Scandinavian teak finish of modern design, the basic metal components being made of finest extruded aluminium.
Shannon Limited. Stand Number 326.

Desk-side shredder

The ICC Safetyshred is a compact personal shredding machine to take the place of the wastepaper basket at the desk side. Confidential documents are silently and safely disposed of through the shredding slot – the weight of the document starting the machine automatically.
ICC Machines Limited. Stand Number 35.

Removable control panel flexowriter

The 2201 Flexowriter Automatic Writing Machine is the first member of the Flexowriter family to have a removable programme control panel. By simply plugging in a new panel the operator can change the machine's application. Other advances claimed are greater speed, quieter operation, striking modern design and an output 25 per cent higher than on earlier Flexowriter models.
Friden Limited. Stand Number 221/223.

Compatible computer

The Bull General Electric GAMMA 115, one of the Compatibles/100 family of machines, is being shown. In a configuration which will include a core store of 8,000 words and four magnetic tape units, the 115 will demonstrate several types of application including stock updating.
De La Rue Bull, Limited. Stand Number 45/60.

Collates 30,000 sheets an hour

The Super Automat 10 is an ultra high speed 10-station collating machine that collates printed and duplicated sheets in correct sequence at 30,000 sheets per hour without continuous operator supervision. Occupying only 6½ sq. ft. of floor space, this machine takes paper in any size from 5in. x 8in. to 11¾in. x 17in., and is error proof, rejecting incorrect sets without stopping.
Gordon and Gotch Marketing Limited. Stand Number 236.

Prebursting merger

Standard Register's Prebursting Merger is a quick, easy way to detach continuous tab cards and forms, which have been processed two-wide from the continuous strip and then stack them in exact numerical sequence. The device can be attached to Standard Register's Selec-Tronic Burster. The forms are processed through the power slitter where they are divided into two individual strips; these are then introduced one on top of the other, by pinfeed control into the merging device attached to the Burster.
Waterlow Automation Services Limited. Stand Number 308.

Dictating control plinth

The Philips ET 1933 Control Plinth, specially designed for use with the Philips 82 dictating machine, provides full facilities for automatic telephone recording, and is ideal for fire, ambulance and police calls. Connected to the switch board, the unit gives complete automatic recording of emergency calls without any action by the operator. As calls are answered, both sides of the telephone conversation are recorded.
Philips Electrical Limited. Stand Number 100.

Instant ribbon selector typewriter

The latest in Olympia's range is their SGE40 IRS (instant ribbon selector) electric typewriter, fitted with both fabric and carbon ribbon. The operator can switch simply and instantly from one to the other at the flick of a switch.
Olympia Business Machines Company Limited. Stand Number 26.

Tubular framed desks

A range of square steel tubular framed desks with wooden drawer pedestals, panels and tops is being shown. Tops sizes are 60in. x 30in., 54in. x 30in. and 48in. x 27in. The finish is woodwork in light sapele mahogany with acid catalyst polish. Steel frames are in stove black enamel.
Burndale Office Furniture Limited. Stand Number 29.

British Trade Centre to be opened in Panama City

AT A RECEPTION at the Dorchester Hotel, London on September 20 the opening of a British Trade Centre in Panama City was announced.

The Centre is being set up by the John Delaney Organisation of London, next door to the El Panama Hilton in the heart of the city. The following statement was issued at the reception:

'The establishment of a British Trade Centre in Panama opens golden opportunities for developing the sale of British goods throughout Latin America.

'No major effort has ever been made to open up this teeming market, because of the huge promotion costs involved in an adequate sales effort spread over some 20 countries and a sprawling geographical area. But now the Centre makes it possible for the British manufacturers to show, demonstrate and sell their goods to the many thousands of Latin-American buyers who regularly visit Panama on business. And all this at low cost, without the need for special sales forces or expensive duplication of services.

'The Trade Centre and the Colon Free Zone are in an unsurpassable geographical position. Together they enable the buyer to inspect the goods on show and to order them for immediate delivery from warehouse stock, with no import taxes to be paid. I am certain that as British manufacturers learn about and use the many facilities of the Trade Centre, their own profits will soar and Britain's external and internal finances will be immeasurably strengthened.'

Firms interested should contact John Delaney Organisation Ltd., Mile End Road, London, E.3.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Service Branch of the Board of Trade.*

SPOGA

Cologne

24th–26th OCTOBER, 1965

inclusive

There will be a unique concentration of sports goods, camping equipment and furniture, sports and camping clothes, tents and accessories, garden furniture and sun shades.

The last Fair was visited by 11,200 trade buyers from 35 different countries.

This is an opportunity British buyers cannot afford to miss.

Information, passes (at the reduced U.K. price of 10s. 6d. each) from:

H. E. MELSOM, Esq., M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. Telephone: SUL 2134

Details inclusive tour: DU MONT PUBLICITY CO. LTD., 18 Queensberry Place, London, S.W.7. Telephone: KEN 1700

16th INTERNATIONAL TOY & TRADE FAIR

and

INTERNATIONAL BICYCLE SHOW

March 6-11, 1966

HOTEL NEW YORK HILTON NEW YORK

Management:
International Trade Shows
545 Fifth Avenue, New York City

Tokyo exhibition has made Japanese aware of British merchandise

THE BRITISH EXHIBITION in Tokyo which closes on October 3 has gone far to impress Japan that Britain's exports are not confined to whiskey and woollens. According to reports from returning visitors to the exhibition the Japanese public have been made 'certainly more comprehensively aware of Britain and her merchandise than they have ever been before'. During the period of the exhibition which occupies three halls in the Harumi International exhibition grounds, thousands of Japanese have been able to see at first hand British institutions and skills, goods in all forms, and some of Britain's cultural achievements.

At the time of going to press it is not possible to give details of what orders have been taken by a great many of the 600 British firms who have displayed their goods either at Harumi or in the many department stores and shops in the city. It is believed, however, that when the final figures are compiled at the close of the exhibition on October 3 they will be quite considerable.

On Monday next the doors of the Harumi halls will be closed and the stands and their displays in process of being dismantled, but British efforts to increase exports to Japan will continue. As an example. On Monday October 4 to 12, a team from the British Nuclear Forum is to visit major nuclear research centres and industrial organizations in Japan to explore markets for nuclear instrumentation, research reactors and their components and associated research equipment. The six-man mission has been sponsored by the British National Export Council and will be led by Mr. P. J. Duncton, chief executive and technical director of Fairey Engineering Ltd.

The programme has been arranged by the Japan Atomic Industrial Forum and is a good example of mutual collaboration.

It has also been announced, that the Agricultural Division of ICI, which was represented at the Tokyo exhibition has concluded negotiations with Showa Denko for a large ammonia plant of ICI design. It is intended to award the construction contract to Hitachi Ltd., and Hitachi Zosen, who are licensees of ICI ammonia technology directly, and through Humphreys and Glasgow of London. The plant is to be built at Showa Denko's Kawasaki Works, near Tokyo and will cost about £3 million. Its capacity will be 500 tons of ammonia a day.

That the exhibition and store displays have been a 'tremendous success' leaves no doubt. The publicity given to the British exhibition by the Japanese press, radio and television has been 'beyond expectations both in volume and presentation'. One Japanese observer commenting on the considerable space devoted to the exhibition both before and after the opening ceremony said 'the volume of publicity has been unprecedented for an event of this kind mounted by a foreign nation'.

Mr. Brian Russell and Mr. John Nash, two London Transport bus drivers, talking to some Japanese conductresses beside the British bus in the Harumi exhibition grounds.

Calling all Buyers to

HARROGATE

INTERNATIONAL

TOY FAIR

January 8th to 13th 1966

The finest range of home produced specialities will be on show together with the pick of the world's markets.

All inquiries to the Secretary:

Harrogate International Toy Fair

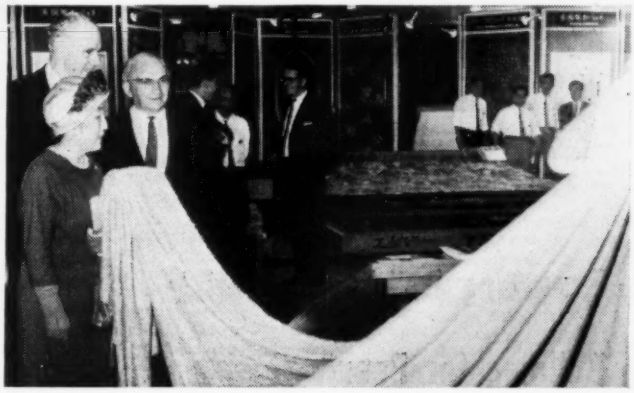
FINSBURY COURT, FINSBURY PAVEMENT, LONDON, E.C.2

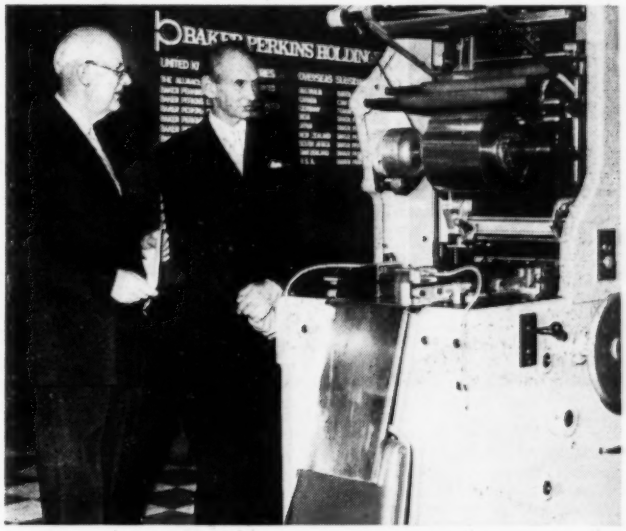
The First Toy Fair of the Year!

TRADE FLAG FLIES IN TOKYO

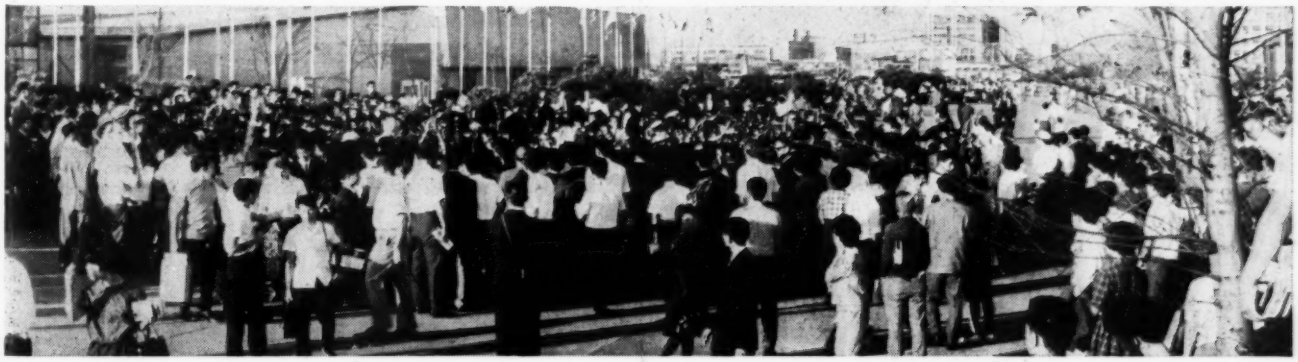
Union Jacks and Japanese flags decorate one of Tokyo's streets.

A section of the Komatsu Store showing British products on view.

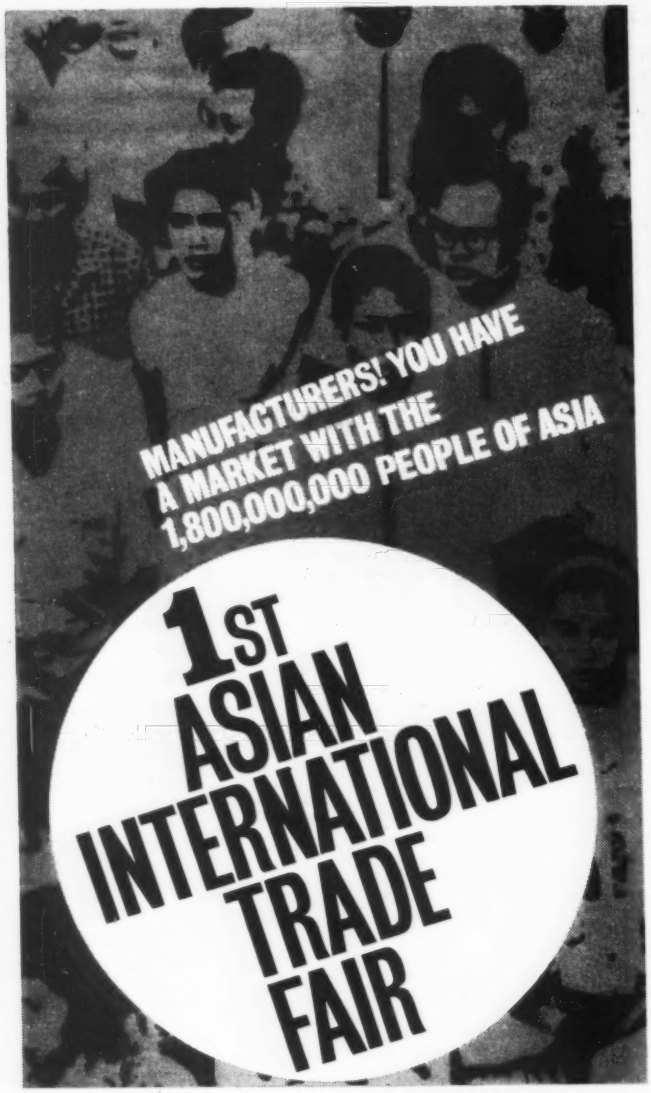




(Above) Princess Chichibu examines some British woollens. (Right) Mr. Douglas Jay, President of the Board of Trade, and Sir Norman Kipping, chairman of BOF Ltd., examine one of the exhibits.



Some of the crowds who daily flock to the exhibition.



- Organised by Government of Thailand
- Supported by United Nations Economic Commission for Asia and Far East
- 200 acre (80 hectare) site with all facilities. International conferences on Agriculture, Trade, Transport and Communications
- 40 governments and 2500 companies expected to exhibit
- Business visitors from every continent

ASIAN INTERNATIONAL TRADE FAIR, BANGKOK, THAILAND
FOR PEACE AND PROSPERITY THROUGH TRADE COOPERATION

Bangkok 17th NOV-10th DEC 1966

Full information from Department of Economic Relations; Ministry of Economic Affairs, Bangkok, Thailand or from Thai Embassies throughout the world.

3 major challenges for the Building Industry . . .

The INTERNATIONAL Building Exhibition

OLYMPIA LONDON 17 NOVEMBER-1 DECEMBER 1965

Mon Wed Sat 10.00 - 18.00 Tues Thur Fri 10.00 - 20.00

Exporting Building Materials

Building for People

System Building–Can It Be Economic?

These are some of the themes which form part of the **Conference Programme** at the 1965 International Building Exhibition at Olympia (November 17 — December 1).

Speakers include leading Building Industry members, H.M. Overseas Trade Counsellors and Government Ministers.

Full details from **The Conference Secretary, The Building Exhibition, (Room G24), 11 Manchester Square, London, W.1.**

First export services exhibition opened in London

'WE IN BRITAIN must export to live.' This slogan was amply demonstrated in London on September 27 when Lord Rhodes, Parliamentary Secretary, Board of Trade wished 'bon voyage' to the driver of a lorry carrying £23,000 worth of machinery before he left the Olympia exhibition hall en route for Osnabruck, Germany. This ceremony set the seal to the first Export Services Exhibition and Conference which the Minister had opened a few minutes earlier inside the vast exhibition hall.

The exhibition which was staged in the ground floor of the Olympia Empire Hall featured displays by 70 exhibitors. Visitors to this exhibition which closes today, met advisors from packing, forwarding, shipping, railways, docks, air-lines, the 'big-five' banks, overseas banks, finance houses, and other export service organizations, where they gleaned information which in the words of Lord Rhodes 'must give them, however experienced they may be in the subject of exporting, additional knowledge, which will contribute to our balance of payments.'

In his opening speech Lord Rhodes said: 'How many people know that Britain exports goods to the value of over £13 million every single day of the year? Under the Plan we must increase our exports by more than 5 per cent annually so that we may earn our keep. This means at present something rather more than an extra £¼ million a day. How many know of the effort that goes into this massive movement of goods?

'How many know of the intricacy of the vital ancillary services provided by shipping and forwarding agents, banks, insurance companies, shipowners, export merchants, confirming houses, port authorities and many others? This lack of knowledge which goes for some exporters too, unfortunately, is a situation which we must put right.

'It is very timely that this public display of services for the exporter has been mounted here, and let me congratulate the organizers of this Export Services Exhibition on their initiative in sponsoring this event. It is important that exporters should know of the vast range of advice and guidance they can obtain from the kind of specialist services laid out in this exhibition. I know many firms find exporting a tax on their management and clerical resources.

'They get discouraged at the thousand and one requirements of different foreign customers and Governments. If, however, by finding they can be competently backed by a body of experts specializing in particular aspects of the job of getting their goods to the customer abroad, such firms would find great help and comfort here.

'I do urge all exporters and particularly those who have problems which are causing difficulty and those with export potential who are considering making a start with exports, to visit this exhibition. Even the experienced will I am sure learn of the existence of services new to them, which they will find of value.

'The Government itself has given much thought to services for exporters in the past year not only to extending them but to giving more publicity to them. We are engaged in an extensive press campaign for them under the theme "Call Export Intelligence" which is featured here on the Board of Trade's stand.

'Manufacturers, increasing their productivity and efficiently using their manpower resources, pushing up their sales by modern and aggressive sales techniques will increasingly need the support of services such as are provided by the companies and organizations exhibiting here today. They too must use all modern techniques that can be applied, backed by drive, energy and enthusiasm to make a substantial contribution to the export performance of the nation.'

Lord Rhodes, Parliamentary Secretary, Board of Trade, wishes 'bon voyage' to the driver of the lorry taking a load of machinery from Belfast en route *by Olympia, London, to Osnabruck, Germany.*

Included among the exhibits were: the Board of Trade stand which covered an area of 507 square feet. The theme of the stand was 'Selling Overseas' and it included an illustrated display, prepared by the Central Office of Information, describing the various Government services available to exporters. This included details of the help which the Board of Trade Export Services Branch and its Regional Offices can give with the aid of the Commercial Branch of HM Diplomatic Service. From a network of over 200 Commercial Posts overseas – one in every British Embassy, and in Consulates and Trade Commissions throughout the world – reports are received daily on trade opportunities and information about local market conditions.

The 'Call Export Intelligence' publicity campaign featured in recent months in the national and trade Press was displayed. By dialling City 9633 for its headquarters in London or by calling any of the Board's Regional Offices, the inquirer can take his first vital step along the road to export. There for the asking is information about overseas markets, guidance on the prospects for his own particular type of products, names of likely agents, tariff information and a host of other useful facts. He can find out about help given in exhibiting at overseas trade fairs or taking part in a British Week. If he wishes to see the market for himself the Board of Trade and the commercial diplomatic officers on his route can advise him on his programme, give him business contacts and so on. It is, as the display shows, a personal and confidential service which costs the caller no more than the price of a telephone call. Visitors to the stand are able to call Export Intelligence by direct line – free.

A prominent feature on the stand was a display of export documents explaining a newly devised method for the simple preparation of export documents, recently agreed by the 'Joint Liaison Committee on Documents used in the International Carriage of Goods'. The Board of Trade is producing an explanatory booklet entitled 'Simpler Export Documents' which will be available shortly. A practical demonstration of the system is being given on the stand by Board of Trade staff.

Export Credits Guarantee Department had their own section on the stand and staff were available to answer inquiries about the various credits guarantee schemes it operates for exporters, large and small.

The theme of the General Steam Navigation Company's Stand was 'The Ease of Export'. Too many people think that exporting is hard work – 'It is,' said the Stand officials, 'but it is also the smoothing of the way by companies like General Steam Navigation that make exporting much easier.'

How the crucial, behind-the-scenes problems of exporting are being tackled for British manufacturers was shown by the British Overseas Engineering and Credit Company Ltd. and Eggar Forrester International Ltd. on the two companies' joint stand. The two companies are part of a Group which assists the export of a substantial volume of British goods annually.

One of the show-pieces of the exhibition and the focal point of the Proprietors of Hay's Wharf stand was an eight feet diameter working model, representing the major goods handling activities of Hay's Wharf companies.

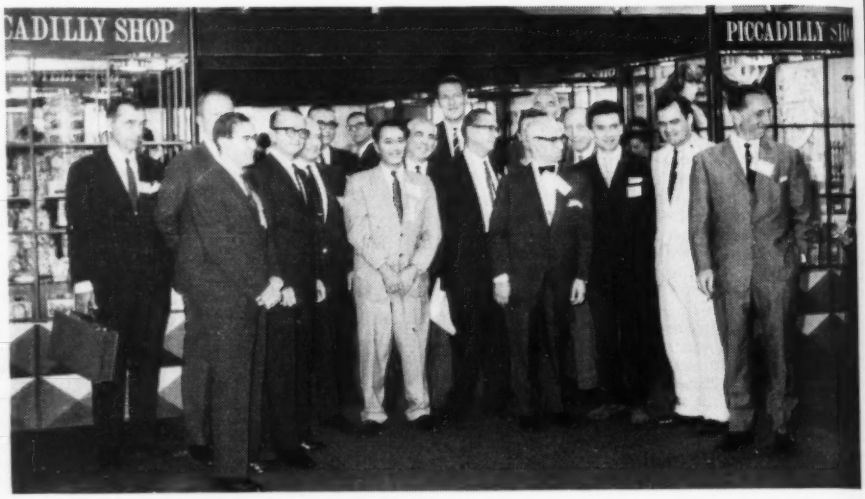
Another stand featured the Ellerman's Wilson Line Ltd. of Hull. They presented details of their fleet of 25 ships, deployed in operating regular liner services from Hull, Grimsby, Felixstowe and London to Norway; from Hull and London to Denmark and Sweden; from Hull to the Western and Eastern Mediterranean; and from Hull across the North Atlantic to Canada and the Great Lakes.

Britain's success at New York fancy food show

THE 11TH NATIONAL Fancy Food and Confection Show took place in New York from August 15-18. This Show continues to increase in importance and popularity, the number of exhibitors and buyers this year exceeding that in any previous year. This was the first year that Britain has officially participated, our exhibit being a 'Piccadilly Shop', consisting of six integrated booths modelled on the Burlington Arcade, beautifully designed and made in England. Each booth highlighted particular groups of foods, e.g. preserves, confectionery, biscuits, tea, condiments, etc. The overall effect was one of a gaily decorated arcade adjacent to the exhibition restaurant, showing a colourful profusion of British gourmet foods attractively arranged with the help of Miss Elizabeth Alston, a British food consultant in New York. Over 300 products from some ninety British manufacturers were displayed.

At the Piccadilly Shop the buyers who visited the Show (totalling over 10,000) found a tempting array of chocolates and other confectionery lines and a very wide variety of British preserves, including such specialities as banana curd and whisky flavoured marmalade. A dozen different brands of tea were displayed around a giant tea-pot ('a two-hundred cupper'), while in the booth devoted to biscuits there was an arrangement of shortbreads, and of chocolates, assorted and cheese biscuits, oatcakes and other special lines. In another booth there were such specialities as tins of scampi, pheasant, venison, partridge and even some kangaroo steaks and turtle products. A refrigerated display case integrated into the arcade contained Scotch salmon and grouse flown over specially for the Show.

Coinciding with this, our first venture in this Show, was the preparation and publication of the first special British supplement to the Telefood Magazine. This supplement was prepared with the assistance of the Central Office of Information in London and British Information Services in New York. It contains specially written articles describing a wide variety of British fine foods available for export. A most important feature is a detailed directory showing British manufacturers and their representatives in the United States market.



Representatives of the British Consulate-General, New York, the British-American Chamber of Commerce, New York, and many of the large New York importers of British foodstuffs gathered at the official British 'Piccadilly Shop' stand at the Fancy Food Show.

Several countries have regularly participated in this Food Show and there are indications that others may join for the first time in 1966, stimulated by the fact that $1.8 billion is now spent annually in the United States on speciality foods. This must therefore be the largest single market in the world for gourmet foods and although domestic production is increasing, there is considerable scope for imported items as American taste and preference for fine foods grows. The British contribution to this market has increased steadily over the past years, chiefly in confectionery lines. Imports from Britain now amount to $20 million a year.

The example set by the Piccadilly Shop, described by many as 'the hit of the Show' and by the Show chairman as 'perhaps the most exciting exhibit at the Show', should help persuade British fancy food exporters to take a much closer look at the United States market. The Export Services Branch of the Board of Trade are ready to help any firms wishing to enter the market or to introduce new lines.

British footwear on display in Gothenburg

A report from HM Consul-General, Gothenburg

FOR THE second time in Gothenburg this year, British shoe fashions were on display to the footwear trade of Scandinavia. British manufacturers were well represented through their agents at the exhibition organized by the Swedish Import Agents' Association in conjunction with the Swedish Shoe Manufacturers' Association. This exhibition was held from September 21-23 in the Halls of the Swedish Trade Fair.

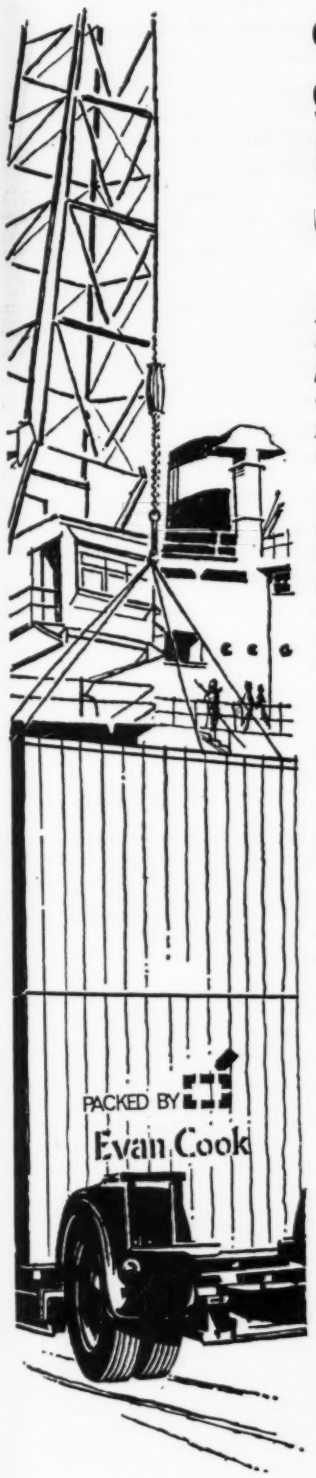
Also in Gothenburg from September 20-22, eight British manufacturers joined in an exhibition held close by in the showroom of the Gothenburg Savings Bank on the main Avenue of the City. This was again sponsored by the British Footwear Manufacturers' Federation, on a joint venture basis with the Board of Trade. The Central Office of Information designed the stands and lay-out.

Even more buyers and agents visited this special British Exhibition than last March, and a reception given jointly by the Consul-General and Mr. B. E. Wallis, the overseas manager of the British Footwear Manufacturers' Federation was well attended. Some useful orders were taken and valuable contacts made. Two British firms already had agents, but several others were able to settle their future agency arrangements.

Sales of British shoes to Sweden are steadily increasing and it is confidently expected that, as a result of this export drive, the figures will show a healthy increase over the 1964 figure of 219,000 pairs.

Buyers and agents meet the exhibitors at the reception given at the British Footwear Exhibition in Gothenburg.

Evan Cook help exporters get REPEAT orders!



Repeat orders begin when your first shipment arrives in perfect condition and on time.

Evan Cook pack and transport all manner of things—from delicate electronics to massive machines. Some they pack for export and some they carry in their own International Road Ferry—all over Europe, direct from your factory to your customers.

Their documentation service covers shipping, customs formalities and insurance.

Call in Evan Cook today—for repeat orders tomorrow.

Evan Cook

Queens Road
Peckham
LONDON SE15
NEW CROSS 0224

Depots at Liverpool, Birmingham, Rotterdam

EXHIBITIONS (LONDON) LIMITED

Announce their
1966
International Trade Exhibition programme

SECOND INTERNATIONAL
DOMESTIC LIGHTING EXHIBITION
FEB. 14 - 18 '66 Alexandra Palace, London, N.22

'66
GIFTEX
LONDON'S INTERNATIONAL GIFT & FANCY GOODS EXHIBITION
FEB. 28 - MAR. 4 '66 Alexandra Palace, London, N.22

INTERNATIONAL '66
FURNITURE TRADE COMPONENTS MATERIALS EQUIPMENT EXHIBITION
APRIL 18 - 22 '66 National Hall, OLYMPIA, London

All enquiries to the Organisers
Dept. B.T., **EXHIBITIONS (LONDON) LTD.,**
35 Dover Street, London, W.1
Tel: Hyde Park 1210-1219 RILEY. 85

Trade fairs and exhibitions outside Europe

* Indicates event which is held annually at approximately the time stated.
† Indicates event which is held alternate years at approximately the time stated.

1965 : General

TOKYO: BRITISH EXHIBITION, – September 17-October 3.
Apply, British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

SYDNEY: INTERNATIONAL TRADE FAIR – October 19-30. At the Royal Agricultural Society's Showground.
† Apply, U.K. Agents, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LIMA PACIFIC INTERNATIONAL TRADE FAIR – October 30-November 14.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

1965 : Specialized

Aircraft

LOS ANGELES: NATIONAL BUSINESS AIRCRAFT ASSOCIATION CONVENTION AND EXHIBITION – October 12-14.
Apply, National Business Aircraft Association Inc., 344 Pennsylvania Building, Washington 4, D.C.

Automation

LOS ANGELES: 20TH INTERNATIONAL INSTRUMENT-AUTOMATION CONFERENCE AND EXHIBITION – October 4-7. At Los Angeles Sports Arena.
* Apply, Mr. W. H. Kushnick, Penn Sheraton, 530, William Penn Place, Pittsburgh 19.

Boats

CHICAGO: MARINE TRADES EXHIBITION AND CONFERENCE – October 7-10.
* Apply, Outboard Boating Club of America, 307 North Michigan Avenue, Chicago 1, Illinois.

Building

CHICAGO: NATIONAL ASSOCIATION OF HOME BUILDERS' 22ND ANNUAL CONVENTION AND EXPOSITION – December 5-9.
* Apply, National Association of Home Builders, 1625 L Street, N.W. Washington, D.C.

Chemical

NEW YORK: CHEMICAL INDUSTRIES EXHIBITION – November 29-December 3.
† Apply, International Exposition Company, 480 Lexington Avenue, New York 17.

Electrical, radio, television, electronics

CHICAGO: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 25-27.
* Apply, National Electronics Conference Inc., 228N, La Salle Street, Chicago, Illinois.

Engineering, machinery, machine tools

CHICAGO: PRODUCTION ENGINEERING SHOW – September 21-October 1.
* Apply, Clapp & Poliak Inc. 341, Madison Avenue, New York 17, N.Y.

ATLANTIC CITY: INTERNATIONAL TEXTILE MACHINERY EXHIBITION – September 26-October 2.
Apply, American Textile Machinery Association P.O. Box 96 Vienna, Virginia.

MIAMI BEACH: NATIONAL CONVENTION AND EXHIBITION OF AUTOMATIC MERCHANDISING – October 16-19.
* Apply, National Automatic Merchandising Association, 7 South Dearborn Street, Chicago 3, Illinois.

DETROIT: AMERICAN SOCIETY FOR METALS EXPOSITION – October 18-22.
* Apply, Mr. W. J. Hilty, Exposition Manager, Metals Park, Ohio.

CHICAGO: PACKAGING MACHINERY SHOW – November 2-5.
† Apply, International Exposition Company, 480, Lexington Avenue, New York 17.

Hotel, restaurant, catering and foodstuffs

NEW YORK: NATIONAL HOTEL EXPOSITION – November 8-11.
* Apply, National Hotel Exposition, 141, West 51st Street, New York City.

Leather, footwear

CHICAGO: NATIONAL SHOE FAIR – October 10-13.
* Apply, National Shoe Manufacturers Association, Hotel New Yorker, Room 1929, 8th Avenue at 34th Street, New York City, N.Y.1.

NEW YORK: SHOE SHOW – November 14-18.
* Apply, New York Shoe Show, 3rd Floor, Hotel New Yorker, 34th Street and 8th Avenue, New York, N.Y.

Medical

TORONTO: ANNUAL CONVENTION AND EXHIBITION OF THE ONTARIO HOSPITAL ASSOCIATION – October 24-26.
* Apply, Director of Public Relations, Ontario Hospital Association, 24 Ferrand Drive, Don Mills, Toronto, Ontario.

Motor transport

LOS ANGELES: INTERNATIONAL AUTOMOBILE SHOW – October 22-31.
* Apply, Los Angeles Motor Car Dealers Association, 1801 Avenue of The Stars, Los Angeles, 67 California.

Office equipment and business efficiency

NEW YORK: BUSINESS EQUIPMENT EXHIBITION – October 25-29.

(continued on next page)

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Outside Europe . .	*This issue*	*Jan.* 7
Europe	*Sept.* 3	*Dec.* 3
United Kingdom . .	*Aug.* 6	*Nov.* 5

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1 (Tel. Abbey 7877, Ext. 3557, Germany; 2782 and 2783, France, Benelux, Italy, Austria, Scandinavia, Switzerland; 3558, United Kingdom, East Europe, Western Hemisphere; 2788, Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** Indicates event which is held annually at approximately the time stated.*
† Indicates event which is held alternate years at approximately the time stated.

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on September 3 and August 6 respectively.

EUROPE

Additions

UTRECHT: ROYAL NETHERLANDS INDUSTRIES SPRING FAIR – March 7-15, 1966.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 11-20, 1966.
* Apply, Berliner Ausstellungen Eigenbetrieb Von Berlin, 22 Messedamm 1, Berlin 19.

SAARBRUCKEN: INTERNATIONAL SAMPLES FAIR – April 16-24, 1966.
* Apply, Saarlandischer Gestaltungskreis G.m.b.H. am Schanzenberg, Saarbrucken.

COPENHAGEN: INTERNATIONAL PLASTICS FAIR (NORDPLAST) – April 22-May 1, 1966.
† Apply, Universal Fair and Exhibition Service Ltd., 17 Blaagaardsgade, Copenhagen.

BERLIN: INTERNATIONAL PHARMACEUTICAL AND MEDICAL APPARATUS EXHIBITION – June 1-5, 1966.
Apply, Dr. H. W. Schroder, Kongressgesellschaft Fur Arstliche Fortbilding E.V. 1 Berlin 41, Klingsorstrasse.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 21-July 6, 1966.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

FRANKFURT: INTERNATIONAL BOOK FAIR – September 22-27, 1966.
* Apply, Auslands-Und Messeburo Des Borsenvereins Kleiner Hirschgraben 10/12 Frankfurt Am Main.

COPENHAGEN: INTERNATIONAL TRADE FAIR (CONSUMER GOODS) – October 21-31, 1966.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

HANOVER: HANOVER FAIR – April 29-May 7, 1967.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel. Metropolitan 9711).

EUROPE

Deletion

PARIS: The entry relating to the International Caravan Exhibition shown on page 634 of the *Board of Trade Journal* dated September 17, should be deleted.

* Apply, Business Equipment Manufacturers Association, 235 E. 42nd. Street, New York N.Y.

MONTREAL: NATIONAL BUSINESS SHOW – October 26-28.
* Apply, Canadian National Business Show, 1819 Yonge Street, Toronto 7.

1966: General

MELBOURNE: INTERNATIONAL TRADE FAIR – March 2-19.
Apply, U.K. Agents – William Coward & Co. Ltd., 3, St. James's Square, London, S.W.1. (Tel.: Whitehall 5532).

KARACHI: PAKISTAN INTERNATIONAL FAIR – March 5-April 15.
Apply, Export and Promotion Bureau, Government of Pakistan, Karachi, West Pakistan.

JOHANNESBURG: RAND EASTER SHOW – March 29-April 11.
* Apply, Witwatersrand Agricultural Society, PO Box 4344, Johannesburg.

OSAKA: OSAKA INTERNATIONAL TRADE FAIR – April 9-29.
† Apply, Osaka International Trade Fair Commission, Honmachibashi, Higashi-ku, Osaka, Japan.

SAN FRANCISCO: U.S. WORLD TRADE FAIR – May 12-22. At the Civic Auditorium, Brook Hall.
Apply, Agran Displays Limited, 15 Trinity Square, London, E.C.3. (Tel. Royal 6666).

TEL AVIV: INTERNATIONAL TRADE FAIR – June 21-July 9.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel.: No. Chancery 9011).

TORONTO: CANADIAN NATIONAL EXHIBITION – August 19-September 5. At Exhibition Park.
* Apply, Canadian National Exhibition Representative, Columbia House, 3 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2794).

BOGOTA: SIXTH INTERNATIONAL TRADE FAIR – September 1-20.
Apply, Corporacion De Ferias Y Exposiciones S.A. Bogota DE Colombia.

BANGKOK: ASIAN TRADE FAIR (ECAFE) – November 17-December 10.
Apply, Department of Economic Relations, Ministry of Economic Affairs, Bangkok.

1966: Specialized

Agricultural, Fishing, Dairy

TORONTO: CANADA FARM AND INDUSTRIAL EQUIPMENT TRADE SHOW – January 26-29.
* Apply, Canada Farm and Industrial Equipment Trade Show, 4881, Yonge Street, Willowdale, Ontario.

Boats

NEW YORK: NATIONAL MOTOR BOAT SHOW – January 12-23.
* Apply, National Association of Engine and Boat Manufacturers Inc., 420 Lexington Avenue, New York 17, N.Y.

BALTIMORE, MARYLAND: CHESAPEAKE BAY BOAT SHOW – February 3-8.
* Apply, Chesapeake Bay Boat Show, 1006 Cathedral Street, Baltimore 1, Maryland.

TORONTO: CANADIAN BOAT SHOW – February 4-12.
* Apply, Canadian Boat Show, Canadian National Sportsmen's Show, 85 King Street East, Toronto 1.

MIAMI: INTERNATIONAL BOAT SHOW – February 18-23.
* Apply, Miami International Boat Show Inc., 1333 South Miami Avenue, Miami Florida.

LOS ANGELES: SOUTHERN CALIFORNIA BOAT SHOW – February 18-27. At Pan Pacific Auditorium.
* Apply, Southern California Marine Association Inc., 630 South Kenmore Avenue, Los Angeles 5, California.

CHICAGO: NATIONAL BOAT, TRAVEL AND OUTDOORS SHOW – March 5-13.
* Apply, The Outboard Boating Club of America, 307 North Michigan Avenue, Chicago 1, Illinois.

Building

CLEVELAND: INDUSTRIAL INSTITUTIONAL COMMERCIAL BUILDING EXPOSITION – March 21-24.
Apply, United Kingdom Agents: The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

TORONTO: CONSTRUCTION AND PUBLIC WORKS SHOW – December 5-8. At Exhibition Park.
† Apply, Mr. L Haines, Industrial and Trade Shows of Canada, 481, University Avenue, Toronto 2, Canada.

Electrical, radio, television, electronics

NEW YORK: INTERNATIONAL ELECTRICAL AND ELECTRONICS ENGINEERS CONVENTION – March 21-24.
* Apply, Mr. W. Copp, Dept. 72, W. 45th Street, New York N.Y.

Engineering, machinery, machine tools

LOUISVILLE: 14TH NATIONAL AIR CONDITIONING, HEATING AND REFRIGERATION EXPOSITION – January 31 – February 3.
Apply, Air Conditioning and Refrigeration Institute, 1815, North Fort Myer Drive, Arlington, Virginia.

LOS ANGELES: WESTERN METAL AND TOOL EXPOSITION – March 7-11.
At the Great Western Exhibit Centre.
Apply, American Society for Metals, Metals Park, Ohio.

CLEVELAND: 17TH NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 21-24. At Public Auditorium.
* Apply, UK Agents: Exhibition Consultants Limited, 11 Manchester Square, London, W.1. (Tel. Hunter 1951)

TORONTO: MINING AND METALLURGY SHOW – May 2-5.
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Ontario.

CHICAGO: DESIGN ENGINEERING SHOW – May 9-12.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

CLEVELAND: FOUNDRY CONGRESS AND CASTINGS EXHIBITION – May 9-13.
At Public Auditorium. Apply, The American Foundrymen's Society, Golf and Wolf Road, Des Plaines, Illinois.

SYDNEY: INTERNATIONAL ENGINEERING AND INDUSTRIAL EXHIBITION – August 15-20 At the R.A.S. Showground.
† Apply, Industrial Public Relations Services Pty. Ltd., Sydney, N.S.W.

OSAKA: 3RD JAPAN INTERNATIONAL MACHINE TOOL FAIR (JIMTOF) – October 15-26.
† Apply, Osaka International Trade Fair Commission, Honmachibashi Higashi-ku, Osaka, Japan.

CHICAGO: AMERICAN SOCIETY FOR METALS EXPOSITION – October 31-November 3. At McCormick Place.
* Apply, Mr. W. J. Hilty, American Society for Metals, Metals Park, Ohio.

CLEVELAND: FOURTH NATIONAL DIE CASTING EXPOSITION AND CONGRESS – November 14-17.
† Apply, Mr. John L. MacLaren, Society of Die Casting Engineers, 19382 James Couzens Highway, Detroit, Michigan.

Fancy Goods, Gifts, Toys, Hobbies

LOS ANGELES: GIFT SHOW – January 21-28.
* Apply, Trade Shows Ltd., 3510, Council Street, Los Angeles 4, California.

CHICAGO: HOBBY INDUSTRY TRADE SHOW – January 30-February 3.
* Apply, Mr. W. L. MacMillan, Hobby Industries Association, 200 Fifth Avenue, New York 10, N.Y.

SAN FRANCISCO: GIFT SHOW – February 6-9.
Apply, Western Merchandise Exhibitors Association, 1355 Market Street, San Francisco 3, California.

TORONTO: GIFT SHOW – February 21-24.
* Apply, National Gift Shows, Seccombe House, 443, Mount Pleasant Road, Toronto, Ontario.

NEW YORK: 16TH INTERNATIONAL TOY AND TRADE FAIR – March 6-11.
* Apply, International Trade Shows, 545 Fifth Avenue, New York 17, N.Y.

MONTREAL: GIFT SHOW – March 7-10.
* Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

SAN FRANCISCO: GIFT SHOW – August 7-10.
Apply, Western Merchandise Exhibitors Association, 1355 Market Street, San Francisco 3, California.

MONTREAL: GIFT SHOW – August 29-September 1.
* Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

TORONTO: GIFT SHOW – September 26-29.
* Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

Furniture

LOUISVILLE: INTERNATIONAL FURNITURE AND WOODWORKING SUPPLY FAIR – September 17-21. At Kentucky Fair and Exposition Centre.
Apply, National Association of Furniture Manufacturers Inc., 666 Lake Shore Drive, Chicago, Illinois

Homes, Household Goods and Hardware

ATLANTIC CITY: CHINA AND GLASS SHOW – January 3-7.
* Apply, Little Brothers Shows Inc., 220, Fifth Avenue, New York 1, New York.

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – January 10-14.
* Apply, National Housewares Manufacturers' Association, 1130, Merchandise Mart, Chicago, Illinois.

TORONTO: CANADIAN HARDWARE SHOW – February 7-10.
* Apply, Canadian Retail Hardware Association, 290 Merton Street, Toronto 7, Ontario.

Hotel, restaurant, catering and foodstuffs

TORONTO: CANADIAN RESTAURANT CONVENTION AND EXHIBITION – March 21-24.
* Apply, Canadian Restaurant Association, 60 Avenue Road, Toronto 5, Ontario.

CHICAGO: NATIONAL RESTAURANT CONVENTION AND EXHIBITION – May 23-26.
* Apply, National Restaurant Association, 1530 North Lake Shore Drive, Chicago, Illinois.

WASHINGTON D.C.: NATIONAL CONFECTIONERS ASSOCIATION EXHIBITION – June 12-15. At Washington Hilton.
* Apply, National Confectioners Association, 36 South Wabash Avenue, Chicago, Illinois.

Medical

TORONTO: ANNUAL CONVENTION AND EXHIBITION OF THE ONTARIO MEDICAL ASSOCIATION – May 9-13. At Royal York Hotel.
* Apply, Mr. A. K. Gillies, Ontario Medical Association, 244 St. George Street, Toronto.

Motor Transport

CHICAGO: 39TH ANNUAL NATIONAL AUTO ACCESSORIES EXPOSITION – January 24-27.
* At McCormick Place. Apply, Automotive Accessories Manufacturers of America, 1, Bala Avenue. Bala Cynwycd. Pa.

PERTH: MOTOR SHOW – February 3-9.
* Apply, Chamber of Automotive Industries, 1111 Hay Street, West Perth, Western Australia.

(*Continued on next page*)

MONTREAL: BRITISH MOTOR SHOW – March 31-April 3.
* Apply, British Motor Show, c/o Cook Toledo Motors. Montreal P.Q.

Music

CHICAGO: MUSIC SHOW – July 10-14. At Conrad Hilton Hotel.
* Apply, Exhibition Manager, National Association of Music Merchants, 222 West Adams Street, Chicago, Illinois.

Packaging

NEW YORK: NATIONAL PACKAGING EXPOSITION – April 25-28. At New York Coliseum.
* Apply, Clapp and Poliak Inc., 341 Madison Avenue, New York, N.Y. 10017.
TORONTO: CANADIAN NATIONAL PACKAGING EXPOSITION – November 1-3.
† Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7 Ontario.

Plastics

TORONTO: PLASTICS SHOW OF CANADA – May 2-5. At Exhibition Park.
† Apply, Mr. J. Neil, Industrial and Trade Shows of Canada, 481, University Avenue, Toronto 2, Canada.
NEW YORK: NATIONAL PLASTICS EXHIBITION – June 6-10.
Apply, The Society of The Plastics Industry Inc., 250, Park Avenue, New York 17, N.Y.

Sports

CHICAGO: NATIONAL SPORTING GOODS SHOW—January 30 – February 3.
* At McCormick Place and Palmer House Hotel. Apply, The Secretary, National Sporting Goods Association, 23, East Jackson Boulevard, Chicago, Illinois.
SAN FRANCISCO: NATIONAL SPORTS AND BOAT SHOW – February 4-13. At Cow Palace.
* Apply, National Sports and Boat Show, 325, Pacific Avenue, San Francisco 11, California.
TORONTO: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 11-19.
* Apply, Toronto Anglers' and Hunters' Association, 85, King Street East, Toronto, Ontario.

Textiles

GREENVILLE: SOUTHERN TEXTILE EXPOSITION – October 17-21. At Textile Hall.
* Apply, Southern Textile Exposition, Textile Hall, P.O. Box 5823, Station B, Greenville S.C.

1967: General

TORONTO: NATIONAL INDUSTRIAL PRODUCTION SHOW OF CANADA – May 1-5.
† Apply, Show Manager, Production Show '67, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Ontario.
VANCOUVER: BRITISH COLUMBIA INTERNATIONAL TRADE FAIR – May 17-27.
Apply, Agent General, British Columbia House, 1-3 Regent Street, London, S.W.1. (Tel. Whitehall 6857).

1967: Specialized

Engineering, Machinery, Machine Tools

CHICAGO: PLANT ENGINEERING AND MAINTENANCE SHOW – January 30-February 2. At McCormick Place.
* Apply, UK Agents: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).
NEW YORK: DESIGN ENGINEERING SHOW – May 15-18. At the Coliseum.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

British display at Water Desalination Exposition

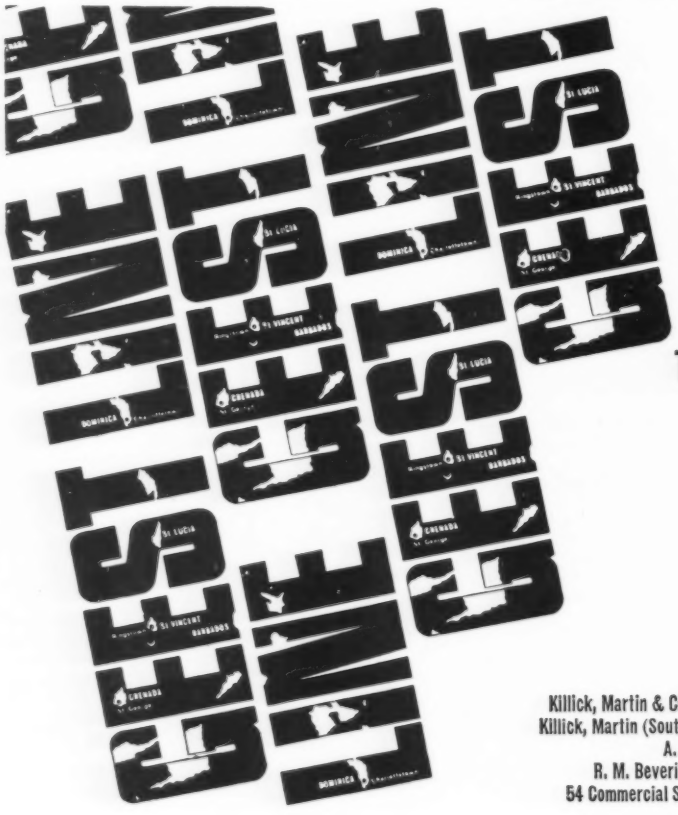
BRITAIN, whose products dominate the world market for desalination equipment, is to take part in the International Water Desalination Exposition being held at the Sheraton Park Hotel, Washington DC, from October 3 to 7. The British participation is being arranged by the United Kingdom Atomic Energy Authority (UKAEA) with assistance from the Board of Trade.

The 500 sq. ft. British stand will feature developments in the use of nuclear power to produce fresh water from brine and a dual purpose plant that will provide a city's supply of fresh water as well as their electricity requirements. At present over 70 per cent of all desalination equipment installed throughout the world is of British manufacture, and our exhibits will include models of existing plants as well as showing some of the research work now in progress.

This Exposition is being held concurrently with the first International Symposium on Water Desalination.

Scottish Design Centre to stage craft show

ONE OF THE most valuable exhibitions of craftsmanship to be staged in Scotland will open at the Scottish Design Centre in Glasgow from October 7 to 27. It will consist of a collection of modern British Silver loaned by manufacturers, banks, jewellers, churches, the Ministry of Public Buildings and Works, universities and individuals throughout the country. The hundred items on show will have a value far above that of their precious metal content. In fact it will be a demonstration of the extent to which design and craftsmanship can enhance the worth of an article.



From you to Barbados in 14 days

THIS IS THE GEEST LINE SERVICE EVERY WEEK

Dominica 18 days
St. Lucia and St. Vincent 17 days
Grenada 16 days
Direct from Barry and Preston

Head Office: Geest Industries Ltd., Spalding, Lincs. Tel: Spalding 3901.
Grams: Geest, Telex, Spalding. Telex 3235
Port Offices: No. 2 Dock, Barry, Glamorgan, Tel: Barry 4121. Telex 49428
Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642
Agents:
Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3100. Telex 28424
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 20044. Telex 47633
A. H. Seale & Company Limited, St. Martin House, Bull Ring, Birmingham 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6 Telex 778118
54 Commercial Street Dundee. Tel: Dundee 22131, 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

Midland Bank Service during the BRITISH WEEK in Milan

October 9-17, 1965

The Midland Bank's specialised service for overseas traders will be available in Milan during the period of the "British Week".

Any help or advice required during this time in connection with international trade will gladly be given by our representative, Mr. P. F. Cryer, an Assistant Manager of our Overseas Branch, London and a member of the Bank's Panel for Overseas Trade Development, who can be contacted at the Grand Hotel Duomo, Via S. Raffaele 1 (telephone No. 8833).

If you are participating in this "British Week" and we can be of any assistance BEFORE you travel, you are invited to get in touch with Mr. Cryer in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone MONarch 9944), or through any of our 2,550 branches in England and Wales.

Midland Bank

EXPERT AID FOR EXPORT TRADE

Overseas Trade and Exports

WEST EUROPEAN MARKET PLACE—3

Advertising in Belgium

A report from the Commercial Department of the British Embassy in Brussels.

This article is the second of three to be published by the* Board of Trade Journal *on particular aspects of exporting to Belgium. (The first article was published in the* Board of Trade Journal *of September 17 last.) Although they form part of a series of similar articles on several West European countries, the three Belgian articles are also by way of prelude to a special export targeting exercise which will be carried out later this year. The purpose of this exercise, which is being planned by the Board of Trade in conjunction with the Embassy in Brussels, the Export Council of Europe and trade associations, is to select certain product groups which offer particularly favourable opportunities for the expansion of British exports to Belgium.

The exercise will be launched by a supplement to the* Export Services Bulletin. *This will contain detailed market reports on the product groups concerned. Thereafter it is intended that over the next few months there shall be a special concentration on these products, using both the resources of industry and the export services and assistance provided by the Government, with a view to achieving a profitable increase in Britain's share of the market.

DISAPPOINTED WITH your sales in Belgium? If you feel that you are being denied your fair share of this prosperous country's expanding market, your initial reaction might be to blame your agent, your export manager, the Common Market, labour problems and rising costs at home, increasingly tough competition abroad, and all the rest. You could be right. But one of the principal reasons could be that you are not advertising enough – or perhaps you are not advertising at all.

Many British firms trading with Belgium do advertise. They usually find it pays off. They have been able to hold their position, and even occasionally to gain ground, despite the increasing tariff advantages enjoyed by the opposition within the Common Market. (And, incidentally, the opposition advertises as well: much more, proportionately, than British manufacturers.)

How do you set about advertising? First of all, get your agent or distributor to advise you. You may have left too much of this aspect of your business to him. He will probably suggest that you consult an advertising agency and get them to put forward a specific campaign geared to your product. There is no shortage of good advertising agents in Belgium: over 300 are listed as approved agencies by the Press, and several of these are branches of British or international agencies. Some of them operate their own market research services. Make sure you get a good one: ask to see a list of clients and, if a reasonable number of Belgium firms patronize it, you can be fairly sure that it gives value for money. If you have any difficulty, the Commercial Department of your Embassy in Brussels will be glad to send you the names and addresses of some of the main advertising agencies. Or you could write to the Chambre des Agences-Conseils en Publicité, 15, rue Godefroid de Bouillon, Brussels 3, an association of advertising agencies.

The quality of advertising in Belgium has improved considerably during the past few years, and Belgian agencies have recently won awards at several international contests.

About £45 million was spent on advertising in Belgium during 1964, or three times the amount spent ten years ago. A quarter of this went to the newspapers. Some 18 per cent went on direct advertising: the distribution of brochures and leaflets through the post or, more usually, by hand to private houses. Advertising in magazines, including technical and trade journals, and outdoors (posters, public transport, etc.) each accounted for about 15 per cent of the expenditure. The remainder was spent on exhibitions,

(Continued at foot of next page)

Posters designed in Belgium which have been selected for inclusion in the next volume of 'Modern Publicity'.

TRADE AND FINANCIAL ARRANGEMENTS

Iceland and Czechoslovakia

A PROTOCOL to the Trade Agreement of August 26, 1963 was signed in Reykjavik on September 1, 1965 and covers the 12-month period commencing October 1, 1965.

Icelandic exports to Czechoslovakia include frozen fish fillets, frozen and salted herring, fish meal, fish oil and canned fish. Czechoslovak exports to Iceland includes various textiles, footwear, matches, paper and paper articles, wood, glass and glassware, domestic articles, medical equipment, machinery, transport equipment, rubber goods, rolled iron and steel and sugar.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2305) quoting reference number CRE 6241/G.

The French economic newspaper 'Les Echos' supplement on Britain

THE FRENCH economic daily *Les Echos* which regularly publishes special pages devoted to international business affairs will produce a supplement with its issue of October 26 devoted to Great Britain and to Franco-British commerce. This will include articles relating to the United Kingdom on the following subjects: atomic energy; developments in British industry; research and its financing; the modernization of agriculture; banking and insurance; tourism.

Mr. F. C. Everson, the Economic Minister at the British Embassy in Paris, will contribute an article on trade between the two countries and other articles will deal with Franco-British aeronautical co-operation and the development of communications between the two countries.

Les Echos, founded in 1908, is the only French economic daily, and its readers include the managers of most French business concerns. It is essentially a business journal. Further information about this supplement may be obtained from M. André Gignoux, Directeur du Département Etranger, 'Les Echos', 37 Champs Elysées, Paris 8e. Tel. No. BALzac 19-68.

Telex installed in Moscow

TELEX FACILITIES have now been installed in the Commercial Department of the British Embassy in Moscow (address: Kutuzovsky Prospekt 15). They are available, on payment of a charge, to any British businessman or commercial organization that wishes to use them.

The cost of a message to London is 65 kopecs (approximately 5s. 2d.) per minute, with a minimum period of three minutes. Operating times are: Monday to Friday – 11.00 hours to 13.00 hours and 15.00 hours to 18.00 hours; Saturday – 10.00 hours to 13.00 hours.

The Telex is not available for use on Sundays. The number of the Moscow Telex machine is Moscow 985, and the Answerback Code is Prodrome Moscow.

Telex to Doha

THE General Post Office announced the opening of a new telex service on September 18, 1965, between the United Kingdom and Doha, on the Persian Gulf, through Bahrain. The charge for a call to Doha will be £3 for three minutes. The hours of service will be from 11.00 to 17.00 GMT daily.

ADVERTISING IN BELGIUM, *continued*

displays, promotional schemes and Luxembourg's radio and television (there is no commercial radio or TV in Belgium).

Finally, a word about the help which your Government can give you. The Central Office of Information, who work closely with the Board of Trade, produce an enormous quantity of illustrated feature articles, news items and technical bulletins covering the whole gamut of British industrial production. The Information Department of the Embassy distributes these locally to the Press and technical journals and manages thereby to secure a considerable amount of free advertising space for our exporters. But this is the first ranging shot. It is up to you to bracket the target and lay your barrage. If you do not do so, the battle may well be lost.

Committee for Exports to US report on first year's activities

VISCOUNT WATKINSON, chairman of the Committee for Exports to the United States of America, issued a report on the activities of his Committee over the first 12 months of its existence on September 28.

Formed in October 1964, of businessmen with wide experience of exports to the United States plus representatives of the Foreign Office and Board of Trade, the Committee took immediate steps to assess the opportunities open to British exporters to the United States and to evaluate the factors which would enable more British manufacturers to make a major penetration of the market.

The work of the Committee has developed along the lines of ensuring the maximum personal contacts with the market at senior management level by encouraging promotional activities of existing organizations, guidance to newcomers and practical advice on marketing in the United States market. To date several thousand businessmen have been in touch with the Committee.

The main promotional activities which the Committee is currently supporting are extended into late 1966 and include the Cunard Fashion Show on board the 'Queen Elizabeth' in New York in November this year, the arrangements for the export elements of HRH The Duke of Edinburgh's visit to the United States in March, 1966, and the opening of the British Trade Centre in New York later in that year about which a separate announcement will be made shortly.

The Committee is now actively considering its long-range plans and objectives, and for this purpose and to co-ordinate its existing activities Viscount Watkinson has invited the managers of the four British-American Chambers of Commerce in New York, Chicago, San Francisco and Los Angeles to come to the United Kingdom for the last two weeks of October this year.

They will open their discussions with the Committee for Exports to the United States on October 18 and, in addition, will be visiting various geographical regions of the country to give up-to-the-minute briefing to trade associations in United States market requirements.

Lord Watkinson will be visiting the United States early in November this year for consultations with the British Ambassador and the Minister Commercial, and meetings with the British Exports Marketing Advisory Committee and the British-American Chambers of Commerce in New York and Chicago.

Visit of European industrial leaders

INDUSTRIAL LEADERS from the Common Market and EFTA countries are visiting London from October 6 to 8 for a presidents' meeting of ORGALIME (Organisme de Liaison des Industries Métalliques Européennes).

Hosts to the 60 presidents and directors of European trade associations who will be in London for the ORGALIME meetings will be the British Electrical and Allied Manufacturers' Association and the British Mechanical Engineering Federation which together represent Britain in ORGALIME.

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet, with a foreword by Mr. Douglas Jay, President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Reference 987 G.) Tel. City 5757, Ext. 245. (Telex 25977), or from any Board of Trade Regional Office.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Export Service Bulletin in which published.

AUSTRALIA

(191/65) Constructional Project for Commonwealth Department of Works, Brisbane. (Pre-qualification.) Closing date not known. E.S.B. 34194/65.

(189/65) Water Supply Pumps for Co-ordinator-General's Department. October 25. E.S.B. 33985/65.

(189/65) Air and Stop Valves for Department of Works, Canberra. November 9. E.S.B. 34147/65.*

(190/65) Diesel Alternator Set for Department of Works, Hobart. October 19. E.S.B. 34181/65.

(190/65) Transformers for Electricity Commission of New South Wales. October 18. E.S.B. 34165/65.*

(186/65) Transformers for Electricity Trust of South Australia. October 21. E.S.B. 33918/65.

(190/65) Emergency Alarm System for Gold Coast City Council. December 2. E.S.B. 34167/65.*

(186/65) Metering Equipment for Northern Electric Authority of Queensland. December 1. E.S.B. 33574/65.

(190/65) Transmitting Thermionic Tubes for Postmaster-General's Department, Melbourne. November 16. E.S.B. 33993/65.*

(185/65) Weighbridges for Queensland Government Railways. (Further Information.) Closing date postponed to October 26. E.S.B. 32719/65.*

(190/65) River Barrage Scheme for Rockhampton City Council. (Advance Information.) E.S.B. 34195/65.

BRAZIL

(191/65) Transformers for Usinas Electricas do Paranapanema (USELPA). (Pre-qualification.) October 29. E.S.B. 34540/65.

BURUNDI

(190/65) Insecticide for Office of OCIBU. December 16. E.S.B. 34368/65.

BURMA

People's Stores Corporation:

(186/65) G.I. Sheet. October 30. E.S.B. 33940/65.*

(187/65) Pipe Fittings. October 15. E.S.B. 33943/65.*

(187/65) Boiler Compound. October 15. E.S.B. 33942/65.*

(187/65) Valves; Wirecloth and Straps. October 15. E.S.B. 33938/65.*

(185/65) Wood Preservative. October 15. E.S.B. 33937/65.*

(185/65) Steel Bridging. October 15. E.S.B. 33936/65.*

(187/65) Pipe Piles; Sluice Gates. October 15. E.S.B. 33941/65.*

(187/65) Wire. October 21. E.S.B. 33935/65.*

CANADA

(189/55) Switchgear for Manitoba Hydro Engineering Division. October 26. E.S.B. 34145/65.*

CEYLON

(187/65) Tannery Machinery for Ceylon Leather Products Corporation. (Further Information.) Closing date has been postponed to November 17. E.S.B. 32062/65.*

(187/65) Lubricants for Ceylon Petroleum Corporation. (Further Information.) Closing date has been postponed to November 30. E.S.B. 32063/65.*

(190/65) Cold Storage Plant for Ministry of Defence and External Affairs. October 26. E.S.B. 34135/65.

Ministry of Finance:

(190/65) Pressure Lamps. October 19. E.S.B. 34148/65.

(190/65) Cotton Textiles. October 26. E.S.B. 34149/65.

Ministry of Health:

(190/65) X-ray Apparatus. December 14. E.S.B. 34146/65.*

(189/65) Water Supply Scheme. October 26. E.S.B. 34136/65.

(189/65) Pharmaceuticals. (Further Information.) Tender documents now available. E.S.B. 32449/65.*

CHILE

(185/65) Milking and Shearing Equipment for Chilean Development Corporation (CORFO). (Further Information.) E.S.B. 29783/65.

COLOMBIA

(186/65) Cable and Accessories for Empresas Publicas de Medellin. (Further Information.) October 15. E.S.B. 31690/65.*

(190/65) Telephone Exchange for Municipality of Vumbo. November 27. E.S.B. 34186/65.

Empresas Municipales de Cucuta:

(190/65) Pumping Equipment. (Further Information.) British firms are ineligible to tender. Restricted to members of Inter-American Development Bank. E.S.B. 32064/65.

(190/65) Water Purification Plant. (Further Information.) British firms are ineligible to tender. Restricted to members of Inter-American Development Bank. Tender documents now available. E.S.B. 32065/65.

DENMARK

(191/65) Constructional Project for Ministry of Public Works. January 26, 1966. E.S.B. 34517/65.

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:

(189/65) Track Renewal Materials. October 19. E.S.B. 34144/65.

(190/65) Carbide Tools. October 30. E.S.B. 34159/65.

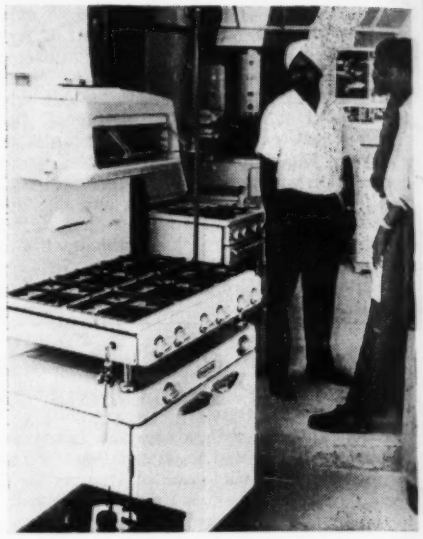
(190/65)) Printing and Press Materials. October 16. E.S.B. 34153/65.

(190/65) Analytical Balance. October 16. E.S.B. 34154/65.

(190/65) Copper Washer with Asbestos. (Further Information.) Tender been re-issued. Closing date now October 13. E.S.B. 21515/65.

(190/65) Cables. October 28. E.S.B. 34160/65.*

(190/65) Hacksaw Blades. (Further Information.) October 13. Tender has been re-issued in respect of endless band saws. E.S.B. 17813/65.



A Radiation New World 90 gas cooker and Ascot B525 water heater on display at the Tanzania Agricultural Show in Dar-Es-Salaam.

(190/65)) Filter Candles. October 27. E.S.B. 34161/65.

(190/65) Taps. (Further Information.) Closing date now October 30. E.S.B. 7093/65.

(190/65) Drills, Dies, etc. October 20. E.S.B. 34158/65.*

(190/65) Lubricators. October 16. E.S.B. 34143/65.

(190/65) Electric Lamps, etc. October 18. E.S.B. 34155/65.

(190/65) Grinding Wheels. October 18. E.S.B. 34156/65.

(190/65) Weighbridges. October 13. E.S.B. 34142/65.

(190/65) Steel Clips. October 25. E.S.B. 34150/65.

(190/65) High-speed Tool Steel. October 27. E.S.B. 34157/65.*

(190/65) Sluice Valves for Egyptian Starch and Glucose Manufacturing Co. (Further Information.) Closing date now October 31. E.S.B. 31659/65.*

(187/65) Biscuit-making Plant and Machinery for General Organization for Industrialization. (Further Information.) E.S.B. 32237/65.*

GERMANY

Staalshochbauamt Fuer Die Universitaet Bochum:

(191/65) Transformer Plant. October 27. E.S.B. 34523/65.

(191/65) Electrical Installation. October 27. E.S.B. 34524/65.

(191/65) Sanitary Installations. October 27. E.S.B. 34525/65.

HONG KONG

Government Stores Department:

(190/65) Tyres and Tubes. October 15. E.S.B. 34169/65.*

(190/65) Sodium Silicofluoride. November 12. E.S.B. 34170/65.*

ICELAND

(190/65) Turbines and Accessories for National Power Co. January 5, 1966. E.S.B. 34415/65.

(*Continued on page* 787)

No. 9 of a series

Issued for the information of Exporters who would soon feel the benefit of entrusting their packing and transportation to one of the most experienced organisations in the business

THE PACKING AND TRANSPORTATION DIVISIONS OF LLOYD'S PACKING WAREHOUSES GROUP OF COMPANIES

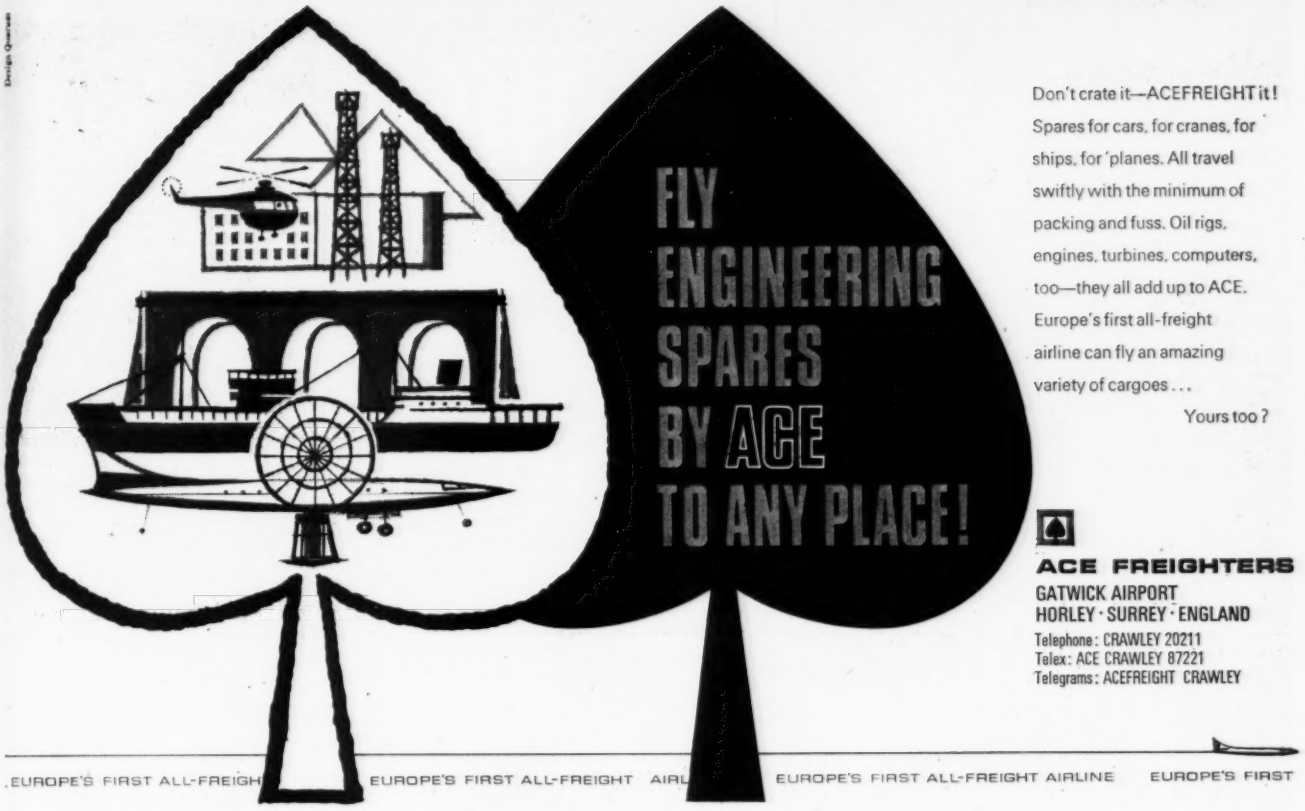
Road Haulage · Packing
Documentation Shipping
& Forwarding · Air Freight

TIME IS MONEY . . .

and although money cannot buy time, it can save time by the employment of experts to deal with specialised problems. Transllyod Overseas Limited can cut the cost in both time and money of the transportation of your exports, whatever their nature, thereby making them more competitive in the valuable overseas markets. Our knowledge, experience and resources enable us to determine the best method of packing, to complete the documentation and to use the most efficient means of transportation, by land, sea or air, for a particular consignment. This comprehensive service can take a load off your shoulders and save a good proportion of your "do-it-yourself" costs. *For expert export and import . . . consult*

TRANSLLOYD OVERSEAS LIMITED

Head Office: 20 PRINCESS STREET · MANCHESTER 1 *Telephone:* CENtral 4400
also in LONDON, LIVERPOOL and SOUTHAMPTON
Member of the Transportation Division of the Lloyd's Packing Warehouses Group of Companies


FLY
ENGINEERING
SPARES
BY ACE
TO ANY PLACE!
Don't crate it—ACEFREIGHT it!
Spares for cars, for cranes, for ships, for 'planes. All travel swiftly with the minimum of packing and fuss. Oil rigs, engines, turbines, computers, too—they all add up to ACE. Europe's first all-freight airline can fly an amazing variety of cargoes . . .
Yours too?
ACE FREIGHTERS
GATWICK AIRPORT
HORLEY · SURREY · ENGLAND
Telephone: CRAWLEY 20211
Telex: ACE CRAWLEY 87221
Telegrams: ACEFREIGHT CRAWLEY
EUROPE'S FIRST ALL-FREIGHT AIRLINE
EUROPE'S FIRST ALL-FREIGHT AIRLINE
EUROPE'S FIRST

LLOYD'S LOADING LIST

A WEEKLY SHIPPING GUIDE FOR EXPORTERS

PUBLISHED EACH MONDAY

Shows receiving and sailing dates of vessels due to load at **UNITED KINGDOM** and **CONTINENTAL PORTS** for all parts of the World with names of Loading Brokers. Cable rates, latitude and longitude, and local time are shown against all ports

Sailings given approximately 23 days ahead for United Kingdom Ports and approximately 16 days ahead for Continental Ports

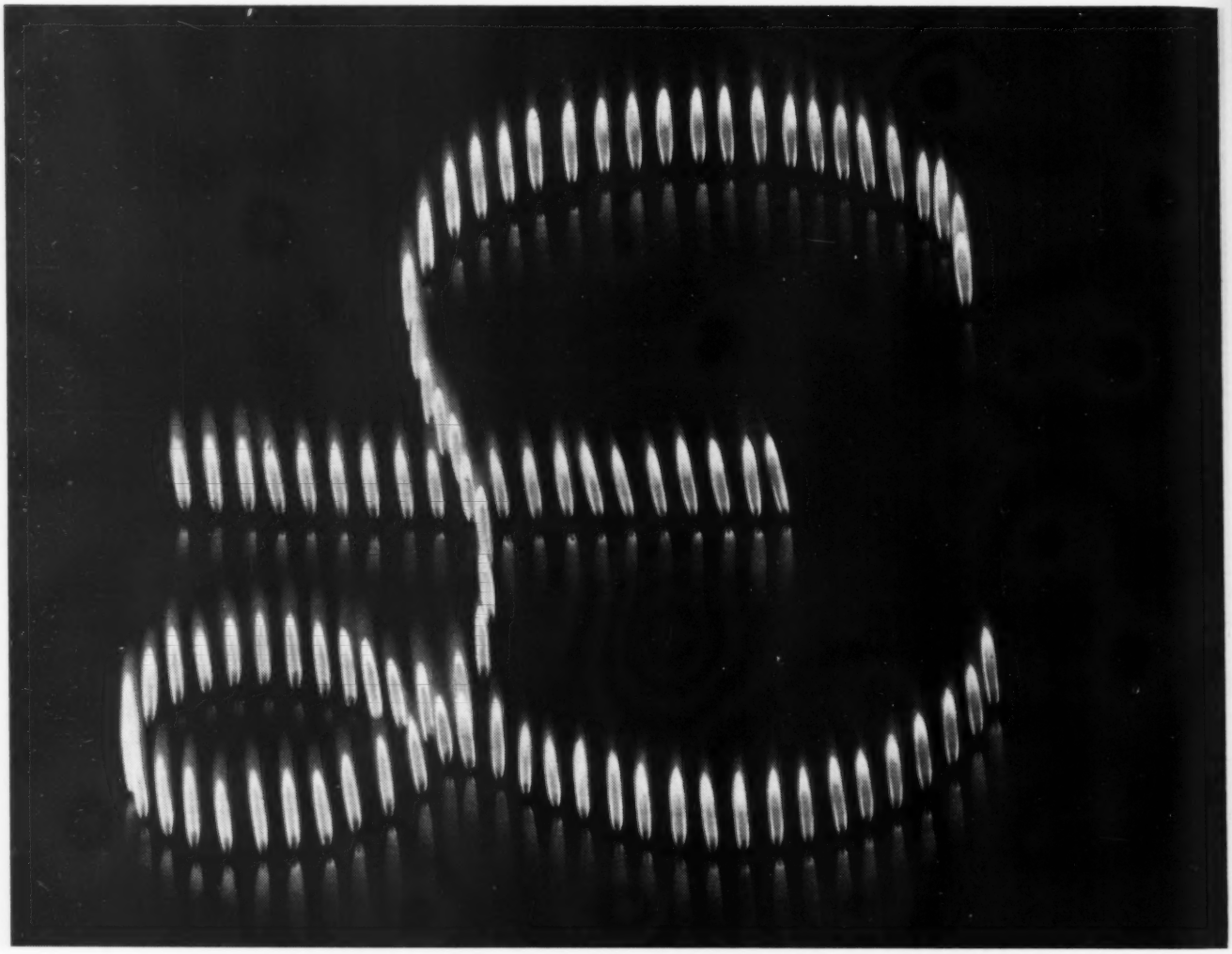
Supplements issued free to subscribers
"Loading Brokers" and **"Consular Requirements"** *(every four months)* **"Cargo by Air"** *(monthly)*

from newsagents **1'6d.** a copy

Annual subscription by Post: £5 18s. 6d. inland, £6 0s. 0d. abroad

Write for free specimen copy to:

THE SUBSCRIPTION OFFICE, LLOYD'S SHIPPING PUBLICATIONS, LLOYD'S, LONDON, E.C.3



The cost-conscious answers to your industrial heating problems

At his finger tips — the answers to industrial heating problems.

The Industrial Gas Engineer can put the full technical know-how of Britain's progressive gas industry at your disposal immediately—his advice is free.

The gas industry offers you the most comprehensive technical advisory service backed by the industrial development centres of the Area Gas Boards and the Gas Council's Industrial Research Station at Solihull.

Many manufacturers have found that it pays to call in the Industrial Gas Engineer at an early planning stage **because gas can lower over-all costs of production.** Because it is clean, gas allows direct firing at higher thermal efficiency. Its flexibility enables idling plant to be brought into operation quickly. Consistent performance means fewer rejects. Heat release at the point of use avoids fuel waste and high speed heating gives fast production at low capital outlay.

Gas can reduce labour costs, maintenance and capital costs and improve working conditions.

Gas industry research and development makes gas more useful, more competitive. And exciting new developments in gas production are making gas cheaper to produce. There are more and more good reasons why you should investigate the merits of High Speed Gas. A phone call or a letter to the Industrial Gas Officer of your Gas Board will bring you the free services of a qualified Industrial Gas Engineer and the full technical resources of the gas industry.

HIGH SPEED GAS

INDIA

(186/65) Transformers and Switchgear for Andhra Pradesh State Electricity Board. December 13. E.S.B. 33552/65.

Bess Purchase Organization:

(187/65) Drilling Equipment. November 22. E.S.B. 33541/65.

(190/65) Drying Lamp. (Further Information.) Tender documents now available. E.S.B. 33548/65.*

(187/65) C.I. Pallet. October 11. E.S.B. 33542/65.

(187/65) Drilling Equipment. November 29. E.S.B. 33545/65.

(187/65) Drying Lamp. November 24. E.S.B. 33548/65.

(187/65) Batteries. October 20. E.S.B. 33547/65.

Bombay Port Trust:

(190/65) Rope, Wire, etc. October 19. E.S.B. 34131/65.

(190/65) Packing. October 20. E.S.B. 34132/65.

(190/65) Tubes. October 27. E.S.B. 34133/65.

Director of Supplies and Disposals:

(190/65) Diving Equipment. (Further Information.) Tender documents now available. E.S.B. 33923/65.*

(186/65) Diving Equipment. October 15. E.S.B. 33923/65.

(191/65) Hydraulic Press. October 28. E.S.B. 34190/65.*

(191/65) Stone Crusher for Hydel Uhl Mechanical Division, Jogindernagar. November 20. E.S.B. 34187/65.

(186/65) Locomotive Tyres for Indian Railways. (Further Information.) E.S.B. 32767/65.

(190/65) Cables for Irrigation and Power Department, Maharashtra. October 15. E.S.B. 34511/65.

Madras State Electricity Board:

(191/65) Erection of Penstocks, etc. November 3. E.S.B. 34188/65.

(191/65) Electrical Equipment. October 29. E.S.B. 34189/65.

(191/65) Lead for Kerala State Electricity Board. November 16. E.S.B. 34520/65.

(190/65) Cranes for Port Department, Government of Kerala. (Further Information.) No foreign exchange has been made available for the purchase of equipment. E.S.B. 31388/65.*

IRAN

Iran Factories Corporation:

(186/65) Textile Machinery. October 30. E.S.B. 33927/65.*

(187/65) Textile Machinery. October 23. E.S.B. 33928/65.*

IRAQ

Administration of Distribution of Oil Products:

(189/65) Petrol Pumps. December 5. E.S.B. 34109/65.*

(189/65) Oil Storage Tanks. December 12. E.S.B. 34000/65.

(189/65) Pumping Sets. December 12. E.S.B. 34101/65.

(189/65) Locomotives for Directorate-General of Railways. (Further Information.) Closing date postponed to November 22. E.S.B. 31621/65.*

Iraqi Ports Administration:

(190/65) Telephone Cables and Accessories. (Further Information.) November 25. Tender documents now available. E.S.B. 24296/65.*

(189/65) Diesel Alternator Set. October 14. E.S.B. 33973/65.

(189/65) Copper Wire. October 21. E.S.B. 33999/65.

(189/65) Manila Ropes. October 21. E.S.B. 33998/65.

Ministry of Defence:

(190/65) Radio Spare Parts. Closing date postponed to November 20. E.S.B. 22644/65.*

(190/65) Wires and Cables. Closing date postponed to November 20. E.S.B. 22148/65.*

(189/65) Film Processing Equipment. (Further Information.) Closing date postponed to November 20. E.S.B. 22650/65.

(189/65) Field Cookers. (Further Information.) Closing date postponed to November 20. E.S.B. 25531/65.*

Ministry of Finance:

(186/65) Cooking Pots. November 6. E.S.B. 33922/65.

(189/65) Stationery. December 5. E.S.B. 33921/65.

Ministry of Municipal and Rural Affairs:

(189/65) Water Supply Scheme. Closing date not known. E.S.B. 34110/65.*

(189/65) Water Supply Scheme. November 30. E.S.B. 34102/65.

(189/65) Telephone Line Construction Tools for Posts, Telegraphs and Telephones Administration. (Further Information.) Tender documents now available. E.S.B. 32426/65.*

ITALY

(190/65) Stationers' Sundries for Headquarters, Allied Land Forces, Verona. November 10. E.S.B. 34171/65.*

JORDAN

Jordan Cement Factories Co. Ltd.:

(191/65) Steel Shapes, Wire and Sheet. October 16. E.S.B. 34515/65.*

(191/65) Explosives. October 16. E.S.B. 34516/65.*

(190/65) Electro-Mechanical Equipment for Jordan River and Tributaries Regional Corporation. October 15. E.S.B. 34514/65.

(186/65) Oil Mill Machinery for Jordan Vegetable Oil Industries Co. Ltd. October 31. E.S.B. 33598/65.*

KENYA

East African Posts and Telecommunications Administration:

(188/65) Cable. (Further Information.) Tender documents now available. E.S.B. 33913/65.

(190/65) Contractors' Plant for Nairobi City Council. October 18. E.S.B. 34411/65.

KOREA

Office of Supply:

(187/65) Miscellaneous Equipment. October 20. E.S.B. 33939/65.*

(191/65) Laboratory Equipment. October 28. E.S.B. 34550/65.*

KUWAIT

Central Tenders Committee:

(187/65) Switchgear. November 13. E.S.B. 34095/65.*

(188/65) Sub-station Equipment. November 13. E.S.B. 34094/65.*

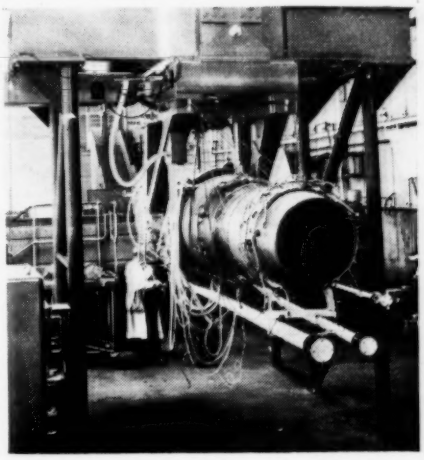
(187/65) Crane. October 19. E.S.B. 34098/65.*

(187/65) Conductor and Cable. October 19. E.S.B. 34099/65.*

(188/65) Overhead Line Construction. November 3. E.S.B. 34093/65.*

(188/65) Wooden Poles. October 16. E.S.B. 34096/65.*

(188/65) Motor Grader. October 19. E.S.B. 34097/65.*



John Curran Ltd. of Cardiff are supplying a 'J' Mk. 2F Test Facility to Central African Airways for after overhaul testing their R.R. Spey engines. The photograph shows the basic stand in the workshop during rigging test.

LIBYA

Central Tender Board:

(188/65) Road Works. December 13. E.S.B. 33201/65.*

(190/65) Road Works. December 13. E.S.B. 33190/65.*

(188/65) Road Works. December 13. E.S.B. 33202/65.*

(188/65) Road Works. December 13. E.S.B. 33137/65.*

(188/65) Sewage Plant. December 13. E.S.B. 33337/65.

(188/65) Road Works. December 13. E.S.B. 33392/65.*

Ministry of Communications:

(87/65) Electrical Installation. (Further Information.) Closing date postponed to December 6. E.S.B. 30941/65.

(188/65) Road Construction. (Pre-qualification.) December 13. E.S.B. 33111/65.*

NEW ZEALAND

(189/65) Cable and Accessories for Auckland Electric Power Board. November 19. E.S.B. 33989/65.

(191/65) Cable and Conductor for Dunedin City Corporation. November 15. E.S.B. 34452/65.*

General Post Office:

(187/65) Capacitors. (Correction.) Closing date amended to October 15. E.S.B. 33686/65.*

(186/65) Clocks. October 21. E.S.B. 33595/65.*

(186/65) Blower and Suction Tool. October 21. E.S.B. 33599/65.*

(188/65) Bell Sets. October 20. E.S.B. 33990/65.

(189/65) Locks. October 22. E.S.B. 34137/65.*

(189/65) Radio Valves. October 22. E.S.B. 33991/65.*

(190/65) Humidistats. (Correction.) E.S.B. 33684/65.*

(190/65) Cable and Wire. October 26. E.S.B. 34168/65.*

(190/65) Weighbridges for New Zealand Government Railways. November 10. E.S.B. 34185/65.

NIGERIA

Electricity Corporation of Nigeria:

(186/65) Cable. October 19. E.S.B. 33931/65.

(191/65) Distribution Transformers. October 26. E.S.B. 34562/65.

PAKISTAN

(186/65) Paper Sleeves for Directorate-General of Telegraph and Telephones. October 14. E.S.B. 33587/65.*

PARAGUAY

Ministry of Public Works and Communications:

(186/65) Road Works. (Pre-qualification.) October 20. Tender documents (in Spanish) available. E.S.B. 33912/65.*

(186/65) Tyres and Tubes. October 28. E.S.B. 33593/65.*

PHILIPPINES REPUBLIC

National Power Corporation:

(191/65) Switchgear. November 16. E.S.B. 34502/65.

(191/65) Outdoor Switchgear. November 23. E.S.B. E.S.B. 34504/65.*

SINGAPORE

(191/65) Meters for Public Utilities Board. October 19. E.S.B. 34545/65.

SOUTH AFRICA

Cape Provincial Tender Board:

(190/65) Kitchenware. October 15. E.S.B. 33565/65.*

(190/65) Canes. Octobers 15. E.S.B. 33562/65.*

(188/65) Phosphor Bronze. October 22. E.S.B. 33977/65.*

(188/65) Hand Tools; Shellac. October 22. E.S.B. 33979/65.*

State Tender Board, Pretoria:

(190/65) Voltmeters. October 14. E.S.B. 34119/65.*

(190/65) Generating Plants. October 20. E.S.B. 34130/65.*

(186/65) Lamp. October 14. E.S.B. 33908/65.*

(189/65) Current Meters. October 14. E.S.B. 34116/65.*

(189/65) Current Meters. October 14. E.S.B. 34117/65.*

(189/65) Homogenizer. October 15. E.S.B. 34124/65.*

(189/65) Strain Gauges. October 15. E.S.B. 34125/65.*

(189/65) School Laboratory Equipment. October 15. E.S.B. 34126/65.*

(189/65) Control Valve. October 14. E.S.B. 34115/65.*

(189/65) Surveying Equipment. October 19. E.S.B. 34128/65.*

(189/65) Surfacing Machines. October 14. E.S.B. 34114/65.*

(189/65) Hoist. October 14. E.S.B. 34113/65.*

(189/65) Laboratory Equipment. October 15. E.S.B. 34106/65.*

Transvaal Provincial Tender Board:

(190/65) Hospital Equipment. October 15. E.S.B. 34123/65.*

(190/65) Hospital Equipment. October 15. E.S.B. 34122/65.*

SPAIN

(189/65) Railway Wagons for Direction General de RENFE. October 28. Tender documents (in Spanish) available. E.S.B. 34107/65.

(190/65) Automotive Machines for Instituto Nacional de Colonizacion. October 18. E.S.B. 34177/65.

Ministerio Obras Publicas:

(190/65) Dredging Works. October 19. E.S.B. 34183/65.

(190/65) Mobile Crane. October 16. E.S.B. 34182/65.

(191/65) Berthing Installation. October 29. E.S.B. 34551/65.

(191/65) De-salinization Plant. December 15. E.S.B. 34552/65.

SUDAN

(190/65) Aluminium Hollow-ware for Department of Stores and Equipment. October 17. E.S.B. 34175/65.*

(187/65) Machine Tool for Sudan Railways. October 28. E.S.B. 33953/65.*

TUNISIA

(187/65) Contractors' Equipment for Entreprise de Travaux Publics et Hydrauliques. (Advance Information.)

AIR-INDIA

A BOEING A DAY TO THE U.S.A.

Closing date not known. E.S.B. 33592/65/D.L.F.

(187/65) Contractors' Equipment for Entreprise de Construction Djelaiel et Cie. (Advance Information.) Closing date not known. E.S.B. 33590/65/D.L.F.

(187/65) Packing and Moulding Machine for Etablissements Joseph de Paz. (Advance Information.) Closing date not known. E.S.B. 33589/65/D.L.F.

(191/65) Vehicle Assembly Project for La Societe Tunisienne d'Industrie Automobile. November 30. E.S.B. 34510/65.*

Pharmacie Centrale de Tunisie:

(186/65) Laboratory Equipment Packing Materials. October 20. E.S.B. 33576/65.*

(190/65) Chemicals, Reagents, etc. October 30. Tender documents (in French) available. E.S.B. 34164/65.*

(190/65) Vaccines. October 15. Tender documents (in French) available. E.S.B. 34166/65.*

(187/65) Folding Machine Colly for Societe de Constructions Industrielles et Navales. (Advance Information.) Closing date not known. E.S.B. 33588/65/D.L.F.

(187/65) Sewing Machine Heads for Societe Tunisio-Allemande de Confection. (Advance Information.) Closing date not known. E.S.B. 33591/65/D.L.F.

TURKEY

(191/65) Vehicles for Azot Sanayri T.A.S. November 1. E.S.B. 34507/65.*

(191/65) Tractors for Nakez Alim ve Satin Komisyoru Reisligi. October 25. E.S.B. 34508/65.*

(188/65) Voltage Regulators for P.T.T. Genel Mudurlugu. October 20. E.S.B. 33971/65.*

URUGUAY

(191/65) Typewriters. for A.N.P. (National Port Administration). October 25. E.S.B. 34198/65.

O.S.E. (State Waterworks):

(191/65) Pumping Sets. November 4. E.S.B. 34199/65.

(191/65) Electric Motors. October 21. E.S.B. 34503/65.

(191/65) Cooling System for S.O.D.R.E. (Further Information.) Tender re-issued. Closing date now October 22. E.S.B. 23106/65.

U.T.E. (State Electricity Board):

(191/65) Tools. October 27. E.S.B. 34200/65.

(191/65) Earth-moving Machinery. October 28. E.S.B. 34501/65.

(191/65) Creosote. October 21. E.S.B. 34197/65.

UNITED STATES OF AMERICA

(190/65) Switchboards for United States Army Engineer District. (Further Information.) Closing date extended to October 19, also amendment to tender now received. E.S.B. 30962/65.*

VIETNAM

(188/65) Optical and Surgical Equipment for Central Purchasing Authority. October 29. E.S.B. 33983/65.*

ZAMBIA

(188/65) Diesel Alternator for Central Supply and Tender Board. October 22. E.S.B. 33981/65.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Algeria

(190/65) Inquiry for equipment for masons. E.S.B. 34384/65.

Australia

(187/65) Agency inquiry for crockery; stationery. E.S.B. 3357/65.

187/65) Agency inquiry for mining equipment and ancillary products. E.S.B. 34033/65.

(187/65) Inquiry for heater cable; wire. E.S.B. 32668/65.

(187/65) Inquiry for scientific glassware. E.S.B. 31568/65.

(187/65) Agency inquiry for brushware; toiletries; powder compacts. E.S.B. 32813/65.

(188/65) Agency inquiry for new building materials. E.S.B. 34045/65.

(189/65) Agency inquiry for gimp and fringes for upholstery trade; lamp shade trimmings. E.S.B. 34276/65.

(189/65) Agency inquiry for transceivers. E.S.B. 34367/65.

(189/65) Agency inquiry for equipment for the soap industry. E.S.B. 32810/65.

(189/65) Manufacture under licence – water pumps; sugar mill plant; water turbines. E.S.B. 34382/65.

(190/65) Agency inquiry for blackboards; doors; lettering; sailcloth; yacht fittings .E.S.B. 34652/65.

(191/65) Manufacture under licence – part manufacture under licence; agency representation – autoclaves; cleaners; sterilizers; cooking equipment; laboratory equipment; oil-fired and electric heaters; prefabricated buildings; air-conditioning; stainless steel sinks and holloware; hot dip galvanizing, etc.

Bolivia

(185/65) Agency inquiry for cement bags. E.S.B. 33876/65.

(186/65) Agency inquiry for machinery for the ice cream industry. E.S.B. 33795/65.

Brazil

(187/65) Inquiry for taps and dies. E.S.B. 33787/65.

(188/65) Agency inquiry for chemicals; fats; paints. E.S.B. 34301/65.

British Guiana

(189/65) Agency inquiry for necktie materials. E.S.B. 34351/65.

Canada

(186/65) Manufacture under licence – rubber products. E.S.B. 32850/65.

(187/65) Agency inquiry for cranes; generators; engines. E.S.B. 34034/65.

(187/65) Inquiry for industrial consumables. E.S.B. 33493/65.

(187/65) Inquiry for pumps. E.S.B. 34222/65.

(188/65) Agency inquiry for builders' fittings and sundries; kitchen and bathroom cabinets. E.S.B. 34038/65.

(188/65) Agency inquiry for products used in the oil and gas industry. E.S.B. 34313/65.

(188/65) Agency inquiry for glass beer bottles. E.S.B. 33640/65.

(189/65) Inquiry for guy strand; power cable. E.S.B. 34364/65.

(189/65) Agency inquiry for micro-film machinery and supplies. E.S.B. 34333/65.

(190/65) Inquiry for bicycles and accessories. E.S.B. 34440/65.

(190/65) Agency inquiry for food products. E.S.B. 33086/65.

Ceylon

(189/65) Inquiry for semi-finished automotive parts. E.S.B. 32842/65.

(186/65) Inquiry for machinery for maize and groundnut cultivation. E.S.B. 33644/65.

Chile

(190/65) Inquiry for steam curing equipment for concrete. E.S.B. 34623/65.

Colombia

(189/65) Agency inquiry for turbine pumps. E.S.B. 30213/65.

Cyprus

(187/65) Agency inquiry for cutlery; dressing table sets; glassware; handbags. E.S.B. 20977/65.

Ecuador

(190/65) Agency inquiry for vehicle spare parts. E.S.B. 34532/65.

Finland

(188/65) Inquiry for metal furniture. E.S.B. 34278/65.

(189/65) Inquiry for chamois leather. E.S.B. 21453/65.

(190/65) Agency inquiry for fabrics; industrial yarns. E.S.B. 34627/65.

France

(186/65) Agency inquiry for horticultural equipment. E.S.B. 33833/65.

(188/65) Inquiry for radiators. E.S.B. 34253/65.

(190/65) Agency inquiry for paper towel or paper dispensing machines. E.S.B. 34491/65.

Germany, Federal Republic of

(187/65) Agency inquiry for carbon removers; paint strippers; phosphatings; solvents. E.S.B. 33672/65.

(187/65) Inquiry for gardening equipment; street cleaning machinery. E.S.B. 33678/65.

(188/65) Inquiry for food preservation equipment; measuring and testing instruments. E.S.B. 32054/65.

(188/65) Inquiry for hardware and household goods. E.S.B. 32808/65.

(188/65) Agency inquiry for wallpaper; allied materials and tools, etc. E.S.B. 23216/65.

(189/65) Agency inquiry for frozen meat. E.S.B. 34376/65.

(189/65) Inquiry for industrial chemicals. (Further Information.) E.S.B. 31287/65.

(189/65) Agency inquiry for biscuits. E.S.B. 34420/65.

(189/65) Agency inquiry for footwear. E.S.B. 33698/65.

(190/65) Agency inquiry for tools. E.S.B. 34391/65.

Greece

(189/65) Agency inquiry for machine tools; metal. E.S.B. 34356/65.

Hong Kong

(187/65) Agency inquiry for clothing; knitwear; piece goods. E.S.B. 34056/65.

(188/65) British Week in Hong Kong. E.S.B. (190/65) 12368/65.

Iran

(187/65) Agency inquiry for electric furnace; moulds and ancillary equipment; valves and piping. E.S.B. 34044/65.

Iraq

(189/65) Inquiry for machinery and raw materials for making plastics laminated board. E.S.B. 34332/65.

(191/65) Inquiry for constructional materials. E.S.B. 34355/65.

Israel

(188/65) Inquiry for skin packaging machinery. E.S.B. 34028/65.

Italy

(187/65) Manufacture under licence – cranes. E.S.B. 33736/65.

(188/65) Agency inquiry for marine technical supplies; steelworks plant and machinery. E.S.B. 34257/65.

(190/65) Inquiry for clothing; gift articles; household goods; knitwear; sports goods; textiles. E.S.B. 34475/65.

(191/65) Agency inquiry for foodstuffs; oils. E.S.B. 34745/65.

Italy/Czechoslovakia

(187/65) Trade Agreement. CRE 990/G.

Jamaica

(186/65) Inquiry for machinery for making hairnets. E.S.B. 33888/65.

(186/65) Inquiry for building materials; hotel equipment and fittings. E.S.B. 33808/65.

(186/65) Inquiry for fittings; sanitary ware and kitchen requisites. E.S.B. 27151/65.

(187/65) Inquiry for gas burners. E.S.B. 34081/65.

(189/65) Agency inquiry for nuts and bolts; pipe fittings. E.S.B. 34312/65.

(189/65) Inquiry for galvanized wire; pipes and tubing. E.S.B. 34373/65.

(189/65) Agency inquiry for haberdashery; textile piece goods. E.S.B. 34401/65.

Japan

(187/65) Agency inquiry for linings; woollen and worsted cloths. E.S.B. 31951/65.

Kuwait

(187/65) Inquiry for sulphur. E.S.B. 34232/66.

Morocco/Austria

(187/65) Trade Agreement. CRE 7940/G.

Netherlands

(186/65) Agency inquiry for woollen and worsted cloth for men's suits and overcoats. E.S.B. 33707/65.

(187/65) Agency inquiry for cloth; outerwear. E.S.B. 33819/65.

(191/65) Agency inquiry for agricultural tractors and implements; construction equipment and contractors' plant. E.S.B. 34707/65.

Nigeria

(189/65) Agency inquiry for electric generators. E.S.B. 34259/65.

Philippines, Republic of the

(190/65) Inquiry for chemicals. E.S.B. 34449/65.

(190/65) Inquiry for electronic gadgets; garden tools and equipment; household appliances; furnishings and fixtures; light motor vehicles; power tools and implements, etc. E.S.B. 34611/65.

Rumania

(187/65) Inquiry for cement factory and equipment. E.S.B. 33770/65.

South Africa

(187/65) Manufacture under licence – adhesive. E.S.B. 33818/65.

(187/65) Inquiry for fabrics; haberdashery; knitwear; yarns. E.S.B. 24786/65.

(187/65) Agency inquiry for accessories for the handbag and suitcase industry; leather. E.S.B. 33784/65.

(188/65) Manufacture under licence – medicines. E.S.B. 29309/65.

(190/65) Agency inquiry for hairdressers' requisites; perfumes; toilet requisites. E.S.B. 34642/65.

(190/65) Agency inquiry for lace. E.S.B. 33708/65.

Sweden

(187/65) Agency inquiry for articles for paper making equipment; building materials; marine equipment. E.S.B. 34212/65.

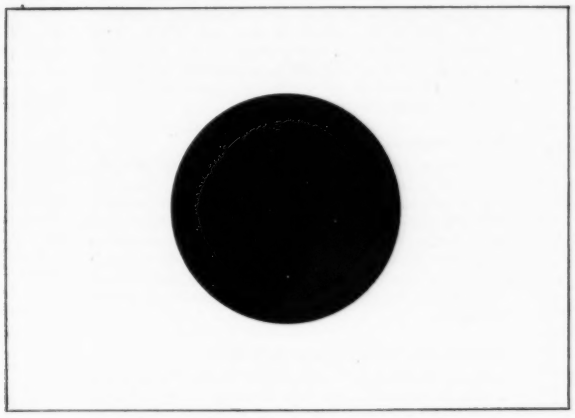
(187/65) Inquiry for billiard, fishing and tennis articles. E.S.B. 31222/65.

(187/65) Agency inquiry for testing machines. E.S.B. 34043/65.

(187/65) Inquiry for pumps. E.S.B. 34037/65.

(Continued at foot of page 790)

Last year, Japanese exports increased in value by 23%



Ours increased by 4%

This is one reason why BMRB have produced their 253-page three-guinea survey called 'Major British Export Markets,' and one reason why you need it

In 1961, the British Market Research Bureau produced the fifth edition of a publication which had aroused considerable interest —'Western Europe.'

This year, we decided it was time to bring up to date the most significant data for 'Western Europe,' supplemented with new and relevant data.

But the crying need for our country to increase its exports and to strengthen Britain's persistently weak balance of payments, made us decide to broaden its scope.

Reshaped, and aimed point-blank at the exporter, it is now called 'Major British Export Markets.' It presents, within one publication, many relevant facts and figures on Britain's important markets throughout the world.

Six months' work has gone into the compilation of 'Major British Export Markets,' and particular attention has been paid to population, standard of living and foreign trade data.

'Major British Export Markets' 253 pages costs £3.3.0 (post free) from the British Market Research Bureau.

Any queries on the data should be addressed to Dr. Ian Haldane, or Mr. Neville Syder.

CONTENTS SUMMARY

Comparative Tables
Country Tables
Area
Population
Total
Density
Age and Sex
Urban/Rural
Major Administrative Areas
Large Towns
Languages
Ethnic Groups
Vital Statistics
Projections
Manpower
Size of Households
Standard of Living Indicators
Household Amenities
Household Durables
Passenger Cars and Commercial Vehicles
Telephones
Gross National Product
Private Consumption Expenditure
Advertising Expenditure
Foreign Trade
Direction
SITC Categories
Appendices

COUNTRIES

Belgium
France
West Germany
Italy
Luxembourg
Netherlands
Austria
Denmark
Norway
Portugal
Sweden
Switzerland
U.S.A.
Canada
Australia
New Zealand
India
Japan
Irish Republic
South Africa

Comparative data on the United Kingdom are included

'Major British Export Markets'

Copies can be obtained from the Librarian

British Market Research Bureau Limited
Saunders House, 53 The Mall, London W5
EALing 3060

An associate company of the
J. Walter Thompson Company Limited

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

£900,000 contracts from Rhodesia and South Africa

Two substantial orders for cotton spinning machinery have been secured by Platt Brgs. (Sales) Ltd., part of Stone-Platt Industries, from the David Whitehead Group of companies to equip textile factories at Gatooma, Rhodesia and at Tongaat, north of Durban in the Republic of South Africa.

Aden power station contract awarded

A contract to start construction of a large power station in Aden has been placed with the Heavy Plant Division of Associated Electrical Industries Ltd. by the Ministry of Public Building and Works. AEI has been appointed main consultant and contractor for the project, including the power station buildings which are being sub-contracted to Humphreys Ltd. of Knightsbridge, London.

The power station is required for base load duties at Khormaksar RAF Station, and may eventually be extended to have an output of 50MW provided by ten 5MW diesel-generator sets.

Work on the first stage, costing £1,275,000, is already in progress.

Acid plant for New Zealand

A contract valued at £300,000 to build a 280 tons per day sulphuric acid plant for Kempthorne, Prosser & Company's New Zealand Drug Company Ltd. has been won by Simon-Carves Ltd., of Stockport, member company of Simon Engineering Ltd. To be constructed at Hornby Works, Christchurch, this acid plant is the twelfth supplied to New Zealand by Simon-Carves since 1954.

Indian acid plant order

The Pyrites and Chemicals Development Company has placed an order with Simon-Carves India Ltd. for a 400 tons per day sulphuric acid plant to be set up at Sindri, in Bihar. The plant, due for completion in two years' time, will be the first in India to utilize indigenous pyrites ore for manufacturing sulphuric acid, so saving valuable foreign exchange hitherto needed for importing sulphur. Total cost of the plant is Rs. 1.9 crores with a foreign exchange component of Rs. 88 lakhs, the latter being entirely provided from the United Kingdom Government Section 3 loan to the Government of India.

First Australian order

Movitex group subsidiary, John Colinsons Ltd., of Slough, have won their first order in Australia for Aquacone fruit washing machines for Cadbury Fry Pascall Pty. Ltd. This follows recent orders from North America for five pea and bean washing machines, another machine specially built to wash clams and two fruit washers together with three conveyors. Total value of these orders is about £20,000.

Orders for lighting equipment

Two substantial orders for their flameproof and Division '2' lighting equipment have been received by Holophane Ltd., London. The first is for over 800 flameproof fittings for new ethylene plants in the USSR, and the second is for nearly 200 'Division 2' units for High Bay lighting in a new ammonia synthesis plant in the People's Republic of China. Humphreys & Glasgow Ltd. of London is the main contractor for the installations in both these countries.

First town-gas plant for Spain

The Power-Gas Corporation Ltd., a member of the Davy-Ashmore Group, announce that SAFII (Societa per Azioni Forni ed Impianti Industriali Ingg. de Bartolomeis), their Italian associates for Gas Council licensed processes, has recently signed a contract with SNAM Progretti for three units of gas plant of total capacity 600,000 M3/day. These units are to be included in the overall contract worth £2.3 million which SNAM Progretti has signed with Gas Madrid for the expansion of the gas works at Madrid.

Each unit of plant will consist of an ICI steam naphtha reformer with enrichment by a recycle hydrogenator and will be the first installation of either type of plant for the Spanish gas industry. Power-Gas will be responsible for process design and commissioning of the plant, together with the supply of specialised equipment.

New headquarters building in Milan

A new eight-storey headquarters building was opened in Milan on June 23 by Rank Xerox S.p.A.—the Italian marketing subsidiary of Rank Xerox Ltd., London.

Rank Xerox announce that last year nearly 70 per cent of its £15 million revenue came from overseas: Italy has proved to be the company's third largest export market. Rank Zerox S.p.A. now has branches in Rome and nine other major cities.

Opening the building, Mr. John Davis, chairman and chief executive of The Rank Organisation, said: 'This growth is a justification of our philosophy, which has been to appoint Italian executives to run Italian enterprises in the Italian style.'

Paint spraying machines for Japan

Drysys Equipment Ltd., the export subsidiary of the Carrier Engineering Company Ltd., has received its first order through its agents in Japan – Sumitomo Shoji Kaisha Limited, for two Drysys-Schweitzer automatic car body paint spraying machines for colour coat application for Fuji Heavy Industries, Japan. The equipment will be used for spraying the range of Subaru passenger cars.

£1.2 million contract in Saudi Arabia

Richard Costain (Arabia) Ltd. in joint venture with Mohamed Bin Ladin Organization have been awarded a £1.2 million contract by the General Petroleum and Mineral Organization of Saudi Arabia ('Petromin'). It is for the construction of a steel rolling mill at Jeddah, Saudi Arabia.

Machinery for the mill will be supplied by W. H. A. Robertson & Co. Ltd. of Bedford, under a separate contract.

Large Formica order for Czechoslovakia

Formica Limited, a member of the De La Rue Group, has received a large order from Motokov, the Czechoslovakia State Buying Corporation, to supply 20 tons (representing some 70,000 square feet) of copper-clad glass epoxy laminate. This type of industrial laminate is used in the manufacture of printed circuitry to be incorporated in electronic equipment.

The order, which is worth many thousands of pounds and was won in the face of stiff competition both from the United Kingdom and France, Germany and Switzerland, comes as a result of an intensive selling campaign by Formica Limited.

The campaign began over a year ago when Mr. John McCarter, the Regional Export Manager, visited Czechoslovakia to lecture to engineers and to show films of Formica's industrial products. The lecture was very well attended, and it was by following up a specific inquiry which it generated that the present order was obtained. It is expected that delivery of the copper-clad glass epoxy laminate will be made this Autumn.

First Robotug over the Equator

Australia's first Robotug driverless truck recently left the Hayes factory of EMI Electronics Ltd. It is being shipped to EMI Australia who will install it in the plant of Associated Battery Makers Limited, Sydney.

The Robotug which is of the EMI/Conveyancer type, is being supplied with single loop track equipment and will be used to carry materials from stores to processing and assembly departments. In operation the Robotug will follow an energized wire buried just below the surface of the ground and will stop at pre-selected stations on its route.

Over a hundred of these British aids to automation are now in successful operation in Britain and overseas.

Russian order for hormone preparation

The Winthrop Products Co. of Surbiton, Surrey, have been awarded an order from the Russian State purchasing organization, MEDEXPORT, for the supply of 1½ million units of a hormone preparation. The firm has been concentrating on export business and since 1960 has substantially increased its trade to Western Europe and the USSR. In these countries sales are reported to be running at the rate of £3 million a year.

Cranes for Ghana and Pakistan

Two Stothart & Pitt dockside electric luffing cranes were recently exported to Tema, Ghana, by Alltransport Limited. The total weight of the cargo was 184 tons and is part of an order for ten of these cranes to be supplied to the Ghana Government for extensive harbour developments at Tema.

Alltransport Limited have also undertaken the delivery of a crane designed to meet the special needs of work which is being carried out at the Quadribad Barrage, Pakistan. The crane, reconditioned and built onto a Foden lorry chassis is capable of lifting a sixty ton load and weighs 29 tons.

(Continued on next page)

AGENCY OPPORTUNITIES, *continued*

(190/65) Agency inquiry for diesel engines. E.S.B. 34614/65.
(191/65) Agency inquiry for piece goods and dress fabrics. E.S.B. 7613/65.
(191/65) Inquiry for hats. E.S.B. 34487/65.

Switzerland
(186/65) Manufacture under licence – metal fabrication plant. E.S.B. 33775/65.
(188/65) Agency inquiry for electrical household novelties and light fittings; shoe cleaning apparatus. E.S.B. 34223/65.

Syria
(188/65) Inquiry for Christmas cards. E.S.B. 34258/65.

Uganda
(187/65) Agency inquiry for conductors; electric cables. E.S.B. 34046/65.
(189/65) Inquiry for electrical fittings and refrigerator unit. E.S.B. 34320/65.

United States of America
(186/65) Inquiry for spectacle frames. E.S.B. 33789/65.
(186/65) Agency inquiry for chemical equipment; chemical specialities; plastics; protective coatings. E.S.B. 33796/65.
(188/65) Inquiry for barbers' shears. E.S.B. 24109/65.
(189/65) Inquiry for giftwear. E.S.B. 5460/65.
(190/65) Manufacture under licence – fibre-glass sloops. E.S.B. 33320/65.
(190/65) Inquiry for gift items. E.S.B. 34427/65.
(190/65) Inquiry for files. E.S.B. 34379/65.
(191/65) Inquiry to obtain services of a buyer of player pianos and reels. E.S.B. 34389/65.
(191/65) Manufacture under licence in Britain – athletic lockers. E.S.B. 33800/65.

Venezuela
(190/65) Agency inquiry for machine tools; measuring instruments and specialized equipment. E.S.B. 17434/64.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of August 27. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of August 27 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

EFTA/EEC sales trip

Mr. G. F. Bath of Leamington Spa, who specializes, on behalf of British firms, in trade promotion and export contacts in EFTA and EEC countries, is touring Germany, Switzerland and Austria from September 20.

Continental tour

Mr. James Lindsay, manager of Scottish General Products Ltd., Glasgow, started a two-week Continental tour in Cologne on September 29. His company is the export organization for all factories under the control of the Scottish Co-operative Wholesale Society, and also for the Morton Machine Company. Mr. Lindsay will be visiting the Morton Machine Company's agents in Germany and Holland and seeking agents in Denmark and Belgium, as well as investigating the possibilities of selling SCWS foodstuffs in these markets.

In addition to Cologne, Mr. Lindsay will visit Hamburg, Copenhagen, The Hague, Rotterdam and Brussels.

African sales tour

Mr. R. A. Keynes-Greig representing James A. Jobling & Co. Ltd., and their associates Quickfit & Quartz Ltd., and H. S. Elliott Ltd., all engaged in the production of industrial and scientific glassware – left England on September 3 on an extensive 12-week tour of African countries. He is visiting Egypt, Sudan, Uganda, Kenya, Tanzania, Rhodesia, South Africa, Nigeria, Ghana, Republic of the Ivory Coast, Sierra Leone and the Republic of Senegal.

The Jobling glassware group already exports about 28 per cent of its production.

Big orders following American visit

Mr. W. J. Campbell, a director of William Lee and Sons (Malleable) Limited, Dronfield, Sheffield, recently visited America to see the latest developments in the use of electric induction furnaces both for duplexing and cold melting of malleable iron. He reports that orders for new equipment worth £100,000 have been placed following this visit.

Selling playing cards in Africa

Mr. C. E. Anderson, general sales manager of the Amalgamated Playing Card Company, began a major campaign for boosting the sales of De La Rue playing cards in Africa on September 27. He will visit agents and clients in many African countries, including Sierra Leone, Ghana, Nigeria, South Africa, Southern Rhodesia and Kenya. On his return he will also visit Sudan.

Yorkshire engineers leave for Moscow

Mr. Ronald Eden, development engineer, and Mr. William Edgeley, London and Overseas technical representative of W. P. Butterfield (Engineers) Ltd., Shipley, Yorkshire, flew to Moscow on September 9 to attend the Chemistry in Industry, Construction and Agriculture Exhibition, held at Sokolniki Park from September 11 to 26.

The firm (one of the W. P. Butterfield group of engineering companies) showed a cryogenic vessel of 337 US gallons capacity, together with two vapourizing panels. This vessel is one of the Butterfield standard range of cryogenic vessels of from 30 to 4,800 US gallons capacity.

Mr. J. C. Butterfield, (chairman and managing director) and Mr. R. C. Russell (sales director) attended the exhibition, visiting Copenhagen on the way home to meet Danish customers for Butterfield cryogenic vessels.

Contracts manager in Copenhagen

Mr. David Kane, contracts manager of Guildway Limited, home manufacturers of Guildford, Surrey, visited Copenhagen from August 22 to 28 to attend the CIB Conference on system building. This was opened by the Danish Minister of Housing and consisted of discussions on all types of housing and visits to factories and building sites in Denmark. On one day the whole conference went to Malmo in Sweden to visit various home manufacturers.

Mr. Kane reports that he found the visit extremely worthwhile and came back to England 'bursting with new ideas'. He has made preliminary contacts there in preparation for expanding Guildway's exports into Denmark.

Sales trip to France

Mr. M. Dufty, managing director and Mr. E. D. Green, export sales manager of Styla Accessories Limited, Birmingham are leaving soon for an extensive visit to France and Germany to promote the sale of the company's motor vehicle accessories. The company claim to export 25 per cent of their production to Scandinavia, Australia and South Africa.

Selling corrosion chemicals

Mr. Reid Yuen, chairman of Corrosion Prevention Ltd., Harrogate, Yorks, is seeking new markets for a corrosion preventative claimed to make steel last 50 times longer, during a sales tour of Greece, India, Ceylon and the Far East, starting on September 16. Besides visiting established distributors, Mr. Yuen will be negotiating new distributorships in Eastern Australia and the Philippines and discussing the possibility of local manufacture in India and Tokyo.

EXPORT ORDERS, *continued*

Clam washer for United States

John Colinsons Limited (Movitex Group) of Ipswich Road, Slough, the manufacturers, modified the spin dryer on their Mark IV Aquacone fruit washing and cleaning machine to work at the lower speeds required to remove the fines from clams without breaking up the flesh.

Howard Johnson of New York who ordered the machine report that the cleanliness of the clams after processing by the Aquacone machine is far superior to that obtained by any previous equipment.

French buy Scottish blankets

Brushed mohair blankets made by the Newton Stewart (Wigtownshire) firm of Cree Mills Ltd., are being despatched to France at the rate of almost three *tons* by air every Monday.

Mr. D. H. B. Nicholson, managing director, said they were now manufacturing, specifically for the French market, blankets measuring 96 in. by 106 in. compared with their previous maximum of 86 in. by 94 in. 'Our exports to France are currently running at between five and six times more than they were a few years ago, primarily because of this developing fashion for outsize mohair blankets,' he said. 'We are achieving it despite duties totalling 60 per cent plus freight because our mohair is so warm in relation to weight.' The company, which make mohair rugs, stoles and knitting yarn as well as blankets, exports to 46 different countries.

Belgian order for Powell Duffryn Chemical Engineering

Eight 'Delanium' graphite block heat exchangers worth £6,000 are to be supplied to the Antwerp Belgium, works of Monsanto International Engineering Limited, of Hayes, Middlesex.

Language laboratory for Thailand

The first Rank language laboratory to be sold to Thailand has been delivered from Rank Audio Visual and is now installed in Chiengmai University. Rank Audio Visual also supplied £1,500 of sound recording equipment so that lecturers can make up their own language courses. Rank language laboratories have now been sold to eleven countries.

Hoffmann roller bearings for South Africa

An order worth £26,000 has been received by Hoffmann to supply to South Africa a large number of roller bearings for railway traction motors. The bearings are to be fitted to electric traction motors used on the large fleet of electric locomotives maintained by the South African Railways.

Oil base camp at Muscat

Taylor Woodrow (Building Exports) Ltd., are to supply nearly 300,000 square feet of Arcon steel-framed buildings for a base camp to be established by Petroleum Development (Oman) Ltd., in the Saih-al-Maleh area near Muscat on the Gulf of Oman. The bulk of the order, placed by Shell International Petroleum Co. Ltd., comprises family and bachelor housing. Major individual units include a hospital, a power station and a commissary.

Packaged boiler for Africa

A third order for a Steambloc 600 packaged boiler of 15,000 lbs./hr. has been placed with Spencer-Bonecourt-Clarkson Limited, a member of the Babcock & Wilcox Group, by China Dyeing Works Limited of Hong Kong. The new boiler will augment two Steambloc 600's ordered early last year for the Hong Kong company's new textile factory at Kaduna, Nigeria.

More than 80 Steambloc packaged boilers have now been supplied to the newly developing African territories.

Woods ventilation system on new luxury liner

British marine machinery space ventilation systems have been installed in the new 21,000 ton luxury liner 'Sagafjord,' the flagship of the Norwegian America Line. The fans and ancillaries, supplied by Woods of Colchester Ltd., not only provide effective ventilation, but are designed to give low sound levels – approximately NC50 – on the passenger decks adjacent to the funnel.

The system of machinery space ventilation in the 'Sagafjord' is probably unique but bears some similarity to another Norwegian America Line vessel – the 'Bergensfjord,' the engine room ventilation of which was recently completely modernized with Woods equipment, resulting in an extremely successful system.

£700,000 export orders for AEC trucks and buses

Contracts worth more than £700,000 have been received by AEC Limited, of Southall, Middlesex. The orders calling for a total of 124 vehicles are from Central Africa, Belgium, Portugal and Trinidad.

Rhodesia have ordered 19,200 h.p. (S.A.E.) heavy haulage units, whilst 60 AEC passenger and freight vehicles have been ordered by AEC Continental S.A. of Antwerp. From Trinidad where 'Monarch' trucks and tractors enjoy a particularly high reputation, come repeat orders for 16 more prime-movers, and Portugal has ordered a further 29 'Reliance' coach units. Portugal has ordered over 400 vehicles from AEC already this year.

Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.W.1.

Regulation No.	Description	Price
30/65	To amend the service regulations of officials and the conditions of employment of other servants of the European Economic Community and the European Atomic Energy Community	9d.
38/65	To amend and to extend the period of validity of Regulation No. 162/64 concerning the refund on exports to member States of certain processed products derived from rice and other cereals	3d.
41/65	On refunds applicable to exports to third countries of certain dairy products; and revoking Regulation No. 165/64	9d.
42/65	On refunds applicable to exports to third countries of dairy products subject to derived levy; and revoking Regulation No. 185/64	9d.
49/65	To amend the Annex to Regulation No. 192/64 on methods of procedure for intervention on the butter market	3d.
53/65	To fix the additional amount of the levies on poultry eggs in shell	3d.
54/65	To determine that no additional amount shall be levied in respect of Polish eggs	6d.
57/65	To lay down an additional amount of levy in respect of halves or quarters of hens and chickens	3d.

FINLAND

Global quotas for 1965 (amendment)

THE Finnish Authorities have announced increases in global quotas for the items given below. Amendments should therefore be made to the full list published in the *Board of Trade Journal* of March 5, 1965 (page 528). These increases are because of the inclusion of Israel in the global quota arrangements.

Quota No.	Commodity	New Quota in Finmarks
8	Other food preparations	1,050,000
10	Fruit	49,850,000
31	Woven fabrics: embroidery: knitted goods	36,250,000
38	Clothes; underwear and clothing accessories; gloves, made up textile articles	22,750,000
44	Jewellery and articles of jewellery	4,100,000

PORTUGAL

Import tariff amendments

THE PORTUGUESE Diario do Governo, first series, No. 177 of August 9, publishes Decree Laws 46,474 and 46,475 which amend the import tariff as follows:

The following new sub-headings have been inserted in the tariff:

84.62 Ball, roller or needle roller bearings:
Bearings:
With a row of balls:
01 The external diameter of which is between 25 mm. and 36 mm.:
Maximum tariff – 216 escudos ($216) per kg.
Minimum tariff – 108 escudos ($108) per kg.
02 The external diameter of which is more than 36 mm. but not exceeding 50mm:
Maximum tariff – 144 escudos ($144) per kg.
Minimum tariff – 72 escudos ($72) per kg..
03 The external diameter of which is more than 50mm. but not exceeding 72 mm:
Maximum tariff – 90 escudos ($90) per kg.
Minimum tariff – 45 escudos ($45) per kg.
04 Not specified:
Maximum tariff – 24 escudos ($24) per kg.
Minimum tariff – 12 escudos ($12) per kg.
05 Parts and separate pieces:
Maximum tariff – 24 escudos ($24) per kg.
Minimum tariff – 12 escudos ($12) per kg.

NOTE: Balls and cages suitable for the manufacture of bearings shall be on importation liable to rates of 1 per cent and 0·5 per cent *ad valorem* under the Maximum and Minimum tariffs respectively, when imported by Portuguese manufacturers of bearings, after a favourable report from the Inspectorate-General of Agricultural and Industrial Products showing that such items are not manufactured under economic conditions in Portugal.

These customs duties are to be considered as new base duties and replace those laid down by Article 1 of Decree Law 43,295 of November 5, 1960.

In regard to the new tariff headings 84.62.01 and 84.62.03, and in accordance with the provisions of Annex G of the Stockholm Convention of January 4, 1960, the programme of reductions to be applied until June 30, 1972, will be as follows:

On June 30, 1966 . . . 20 per cent reduction
On June 30, 1968 . . . 10 per cent reduction
On June 30, 1970 . . . 10 per cent reduction
On June 30, 1972 . . . 10 per cent reduction

As from July 1, 1973, the remaining 50 per cent will be eliminated by successive reductions in such a way that the duties will be eliminated before January 1, 1980.

The following modifications are made to the list annexed to Decree Law No. 43,769 of June 30, 1961.

84.62 Ball, roller or needle bearings:
Bearings:
04 Not specified.
05 Parts and separate pieces.

Decree Laws 46,474 and 46,475 came into force on August 9, 1965.

Inquiries about this Notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 460 and 462).

SWITZERLAND

Amendments to the customs tariff

BY AN ORDER of June 25, 1965, the Swiss Department of Finance and Customs has introduced, with effect from July 1, 1965, the following amendments to the import tariff:

Tariff No.	Description of Goods	Rate of Duty S.F. per 100 kg.
32.01.01	Tanning extracts of vegetable origin (GT 1)	—·30

(1) G.T.: sub-heading 32.01.10 – Chestnut wood extract = S.Fr. 9; sub-heading 32.01.20 Other = S.Fr. —·30.

Note +5 to Chapter 41 of the Swiss customs tariff shall include the following paragraph:

—Moist pre-tanned leather falling under headings 41.02 to 41.05, with a moisture content of more than 50 per cent by weight shall pay the duty applicable to sub-heading 41.01.20.—

The rate of duty on slivers of flax or hemp (Cannabis sativa) weighing more than 12 grammes per metre, falling under sub-headings 54.01.16 and 57.01.16 of the customs tariff is reduced to 0.20 SF per 100 kg. This reduction shall be valid until June 30, 1968. The right to rescind the reduction, before that date in cases of a change in economic conditions, is reserved.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Exts. 460 and 462).

SPAIN

Opening of global quotas

THE LIST of Spanish global quotas for 1965 was published in the *Board of Trade Journal* of February 26, page 473. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		Pesetas	
17	Phenoplast and furane resins	14,250,000	October 15
18	Aminoplasts	9,250,000	October 15
20	Polymerization styrene products and their derivatives	3,500,000	October 15
54	Refrigerators up to 250 litres	60,000,000	October 15
56	Television and radio receivers	12,500,000	October 15
57	Radio transmitters and transmitter-receivers	27,500,000	October 15
63	Phonographs, dictaphones and other apparatus for sound recording and reproduction	7,500,000	October 15

LIBYA

Cholera vaccinations

THE BRITISH EMBASSY in Tripoli have reported that, according to an announcement from the Libyan Ministry of Health, all travellers entering or leaving Libya en route to and from Malta, Cyprus, Asian and African countries must be vaccinated against cholera.

A recently ordered Scammell 6 x 6, 17 ft. 1 in. wheelbase super constructor is now in service with the Electricity Authority of Cyprus. It is being operated with a Dyson 65 ton double crank load carrier and is used for hauling plant and equipment to the site of the Moni Power Station near Limasol. The outfit has been designed so that it will meet the future needs of the Electricity Authority of Cyprus in any other work that may be undertaken on the island.

LEBANON

Importation of liquid petroleum gas

IN THE *Board of Trade Journal* of December 18, 1964, it was stated that various liquid fuels had been subjected to the import licensing system.

The Lebanese authorities recently announced that liquid petroleum gas packed in small tubes for use as lighter fuel is no longer subject to import licensing.

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description of goods	Basis for Collection	Normal Tariff
09.03	Maté	Kilogramme net	35 Pts.
21.02	Extracts, essences or concentrates, of coffee, tea or maté, preparations with a basis of those extracts, essences or concentrates	*ad valorem*	36 per cent
38.19	Chemical products and preparations of the chemical and allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included:		
	a. Solid hydrogen peroxide; oxylith:		
	1. In containers the net contents of which are 50 kgs. or more	*aa valorem*	Free
	2. Other	*ad valorem*	8 per cent.
	b. Prepared for use in installations, buildings, roads and the like:		
	1. Refractory cements or mortars	*ad valorem*	18 per cent
	2. Other	*ad valorem*	8 per cent
	c. Prepared for use as raw materials in various industries	*ad valorem*	Free
	d. Other	*ad valorem*	18 per cent
68.12	Articles of asbestos-cement, of cellulose, fibre-cement, or the like:		
	a. Tubing, sheets and paving and facing tiles; roofing sheets	*ad valorem*	36 per cent
	b. Other	no change	no change
69.08	Glazed setts, flags and paving, hearth and wall tiles:		
	a. Mosaic cubes even though with a paper base	*ad valorem*	8 per cent
	b. Other (the duty not to be less than 8 per cent *ad valorem*)	square metre	150 Pts.
94.01	Chairs and other seats (other than those falling within the heading No. 94.02) whether or not convertible into beds, and parts thereof:		
	a. (no change)		
	b. of wood:		
	1. Chair bases made of plywood	*ad valorem*	18 per cent
	2. Other (the duty not to be less than kilogramme net £L20)	*ad valorem*	71 per cent

All inquiries about this notice should be addressed to Tariff Section Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Robert Hough

WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone EAST 5632/5
Telex No. 21372
Cables.
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED MANUFACTURERS & PROCESSORS IMPORTERS & EXPORTERS

RH ESTABLISHED 1860

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF APPLICATION LIST No. 401, published in the Republic of South Africa *Government Gazette* of September 24, states that the Board of Trade and Industries have received an application for increase in duty on rice in the grain, not packed for retail sale, from 250 cents per 100 lb. to 350 cents per 100 lb.

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the application, should address their inquiries to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 7642/65.

Customs tariff changes

GOVERNMENT NOTICES R1376 and R1377, published in the Republic of South Africa *Government Gazette* of September 17, set out the following amendments to the Republic's customs tariff:

	Tariff Heading	Statistical Unit	Rate of Duty		
			General	MFN	Preferential
	R.1376				
29.04.85	Ethylene glycol (ethanedine) . By the substitution, in sub-heading 29.04.85, for the rate of duty in col. III of the following:	lb.	10%		
29.08	By the substitution for sub-heading 29.08.60 of the following:		Free		
29.08.60	Diethylene glycol, diethylene glycol monoethyl ether, ethylene glycol monobutyl ether, ethylene glycol monoethyl ether, monoisopropyl ether of monoethylene glycol .	lb.	Free		
29.14	By the substitution for sub-heading No. 29.14.45 of the following:				
29.14.45	Diethylene glycol monobutyl ether acetate ethylene glycol monobutyl ether acetate, ethylene glycol monoethyl ether acetate . . .	lb.	Free		
29.14.46	Diethylene glycol monoethyl ether acetate . . .	lb.	10%		
40.14	By the insertion after sub-heading No. 40.14.20 of the following:				
40.14.30	Collapsible containers of unhardened vulcanized rubber of a capacity of 120 cu. ft. or more	No.	Free		
73.40	By the insertion after sub-heading No. 73.40.75 of the following:				
73.40.76	Calyx supports of wire, whether or not fitted with artificial plastic material, ordinarily used by florists with carnations . .	lb.	Free		
	R.1377				
32.09.50	Aluminium paste . . . By the substitution for sub-heading No. 32.09.50 of the following:	lb.	Free		
32.09.50	Aluminium powders of flakes in paint or enamel media .	lb.	20%		

Dumping duty

GOVERNMENT NOTICE R1378, published in the Republic of South Africa *Government Gazette* of September 17, amends Schedule No. 2 (Dumping Duty) to the Customs and Excise Act, 1964, and provides as from that date for the imposition of ordinary dumping duty, in addition to any other duty payable thereon, on the undermentioned goods which are imported into the Republic from or originate in the territories mentioned hereunder.

Item	Tariff Heading and Description	Territories
206.05	32.09 Aluminium powders or flakes in paint or enamel media	United Kingdom, Western Germany.

PORTUGUESE EAST AFRICA (MOCAMBIQUE)

Amendments to the import tariff

THE *Boletim Oficial de Mocambique*, first series, No. 35, of August 28, published Legislative Decree No. 2637 authorizing the following amendments to the import tariff:

Tariff No.	Old Duty	New Duty
19.02	Esc. 1·50 per kg.	Esc. 3·50 per kg.
21.06.03	25 per cent *ad val.*	Esc. 6·40 per kg.

The same *Boletim de Mocambique* published Legislative Decree No. 2638 authorizing the following amendments to the import tariff:

Tariff No.	Old Duty	New Duty
32.09.05	Esc. 4·00 per kg.	2 per cent *ad val.*
84.51.01	Esc. 66·00 per kg.	32 per cent *ad val.*

These Decrees came into force on August 28, 1965.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hilgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

ZAMBIA

Import control

TELEGRAPHIC ADVICE has been received from the First Secretary (Commercial) at Lusaka about the addition of 'Domestic and portable radios and radiograms' (ex-tariff item 154 (b)) to the list of goods subject to import control, with effect from September 24.

It has also been reported that the part quota of £230,000 for period ending March 31, 1966, for these goods will be administered by the Zambia Industrial and Commercial Association, and that importers wanting a share in the quota should make their applications by October 8.

Full details will be published in the *Board of Trade Journal* as soon as possible.

KENYA

Customs tariff amendment

IN A NOTICE published in the *Board of Trade Journal* on July 2, 1965 (pages 40-41) details were given of certain tariff changes in East Africa. Information has been received that item 77 (Kenya only) should now read as follows:

Item No.	Article	Import Duty	Suspended Duty
77 (d)	Asbestos and asbestos cement manufactures: Pipes, piping and tubes	—	*Ad val.* 30%

British Overseas Commercial Representatives List

WITH reference to the list of British Overseas Commercial Representatives visits to this country during October to December published in the *Board of Trade Journal* of September 24, page 675, the following addition should be noted:

NIGERIA (Ibadan)	G. R. WEBB Second Secretary (Commercial)	November	Previously Assistant British Trade Commissioner in Lagos

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

SINGAPORE

Liberalization of import restrictions on certain commodities

THE BOARD OF TRADE has received Notice to Singapore Importers No. 251 which states that the importation of the following goods is no longer subject to specific licensing or quantitative restriction with effect from September 17, 1965:

Tariff Code No.	Description of Commodity
554 309	Polishes not elsewhere specified for metal, glass and other materials, including wadding impregnated with such polishes.
022 102	Condensed milk, unsweetened.
022 103	Milk sterilized in tins.
022 104	Cream liquid in tins.
022 201	Milk, powdered, full cream.
022 203	Milk, powdered, skimmed for human consumption.
022 204	Milk, powdered, skimmed for animal consumption.
581 213	Imitation leather of polyvinylchloride in sheets, not further worked.
719 151	Refrigerators and refrigerating equipment, non-domestic, whether or not driven by an electric motor.
719 191	Evaporators and condensers for non-domestic refrigerating equipment.
719 221	Gas compressors for refrigerating equipment.
719 421	Domestic refrigerators, not electrically operated.
725 013	Water coolers, electric, domestic type.
725 014	Bottle coolers, electric, domestic type.
725 015	Ice-cream storage cabinets electric, domestic type.
725 016	Deep freeze cabinets, electric, domestic type.

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	Products
A. Food preparation	1. Fish oils, all types. 2. Fish sauce.
B. Manufacture of bicycle parts	Bicycle parts except tyres and tubes.
C. Manufacture of building materials	1. Woodwool cement blocks. 2. Wood wool cement slabs.
D. Non-metallic mineral products manufacture	Terrazzo tiles.
E. Manufacture of rubber products	Elastic bands, all types.
F. Glass manufacture	1. Plate glass. 2. Rolled figured glass. 3. Rolled wire glass. 4. Laminated safety glass windshield for automobiles. 5. Glass building blocks.
G. Chemical	Abrasive scouring powder.
H. Jute	Jute bags.
I. Food preparation	Fish flour.
J. Operation of an ocean fishing vessel having a minimum registered length of 90 ft. or a factory fishing vessel or fish processing plant	1. Frozen sea food. 2. Canned sea food.
K. Chemicals	1. Formaldehyde. 2. Resins and glues based on formaldehyde.
L. Metal working	Stainless steel equipment for industrial, commercial, institutional and household use.
M. Stationery	Typewriter ribbons.

This notice means that the Minister of Finance is satisfied that the products mentioned above should be made in Singapore. Firms to which Pioneer Certificates are granted will enjoy exemption from Singapore Income Tax for a period of five years. The notice goes on to say that any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance by October 17, 1965.

THE BOARD OF TRADE have also been informed that the following industry and product has been declared a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industry	Products
Non-metallic mineral products manufacture	Fibre glass.

A preliminary notice of intention of the Singapore Government to designate this product appeared in the *Board of Trade Journal* of April 23, 1965 page 920. Further inquiries about the Pioneer Industries legislation may be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 6197/4/G.

NEW ZEALAND

Customs tariff review on some goods

THE New Zealand Ministry of Customs has announced that it intends to review the decisions of the Minister approving the admission of certain goods under Item 448 (3) of the former Tariff (although the new tariff came into force on July 1, 1962, provision has been made for the continuation of these concessions until June 30, 1966).

The Minister has now decided that goods approved under Item 448 (3) which are subject to the same or lower rates of duty in the present Tariff will revert to the substantive items from October 14, 1965.

Anyone wishing to make representations for or against any of the remaining goods being approved for further concessionary entry under Part II of the present Tariff should do so in writing to the Comptroller of Customs, Private Bag, Wellington, on or before October 14, 1965, clearly marking submissions '448 Review' and quoting the relevant decision in full. Separate submissions should be made under each decision reference.

The following goods are covered by this review:

Gas lighters:
Caps, brass, Edison-screw, for the manufacture of electro-catalytic gas lighters.
Gas meters:
Parts specially suited for the manufacture of gas meters having a maximum capacity not exceeding 450 cu. ft. per hour for incorporating in outside cases manufactured in New Zealand.
Gears:
Discs and rings of forged steel, in the rough, for making gears.
Gelling and stabilizing agents as may be approved, for liquids, foodstuffs, and ice cream:
Approved:
Atmos No. 150, No. 300.
Collone AC.
Cremolis.
Friolis.
Gelozone.
Instant Lecithinated Stabilizer.
Lauric diethanolamide.

(*Continued on next page*)

Cheaper telegrams to China, Togo and Liberia

REDUCED CHARGES of up to 25 per cent for telegrams to Liberia, Togo and China take effect on October 1. This follows successful negotiations with these countries to amend the international accounting rates on which the charges are based.

To Liberia the new charge for Press telegrams will be 9d. per word (compared with the present 1s.), for letter telegrams 1s. 1½d. (1s. 6d.), and for urgent press and ordinary telegrams 2s. 3d. (3s.).

Corresponding rates for telegrams to Togo will be: Press 8½d. (10d.), letter 1s. 0½d. (1s. 3d.), urgent press and ordinary 2s. 1d. (2s. 6d.).

For telegrams to China the charges will be: Press 6½d. (unchanged), letter 1s. 8½d. (1s. 9½d.), urgent press and ordinary 3s. 5d. (3s. 7d.).

EXPORTING IS FUN! *

PROPELLER GROUP

* If you've got a free copy of our Consular Guide.

CONSULT BAKER BRITT AND COMPANY LIMITED

104, ST. KATHARINE'S WAY, LONDON, E. 1, Tel.: ROYAL 8874, Telex: 262618

Are you a business man bound for **Australia or New Zealand?**

Then you must take with you copies of Australia and New Zealand Bank's pocket-sized companion booklets. These handy guides contain all the pertinent information you will need for your visit.

★ **Coloured maps of main cities and useful addresses.**
★ **Hotel tariffs and tipping.**
★ **Car hire and fares.**
★ **Customs and Exchange Control regulations.**
★ **Business framework and taxation.**
★ **Climate and entertainment.**

These Booklets are issued free to all men of business. Get *your* copies today.

Australia and New Zealand Bank Limited

HEAD OFFICE: 71 CORNHILL LONDON EC3 TEL: AVEnue 1281

Over 1,000 branches and agencies

NEW ZEALAND, *continued*

Lissogene.
Ninol AD 31.
Novogel.
Sipromide IP, LD.
Super E Emulsifier Stabilizer.
Viscarin.

Ginger, green, whole or cut, in brine.

Glass making:
Decolourisers for use in glass making.

Glycol diacetate (ethylene glycol diacetate).

Gramophones:
Recording and erasing heads declared by a manufacturer for use by him only in making tape recorder 'decks'.
Record playing and changing units, combined or separate, including parts peculiar thereto, on declaration by a manufacturer for use by him only in making gramophones, radio-gramophones, or television-gramophones.
Tape recorder 'decks' declared by a manufacturer for use by him solely in making tape recorders and combined tape recorder-radio sets.
Turntables electric, consisting of synchronous electric motors in mechanical combination with turntables, declared by a manufacturer for use by him only in making gramophones.

Greases:
Fatty acids declared by a manufacturer for use by him only in making greases.

Hardware and holloware:
Stampings of stainless steel, in the rough and not built up, for making lotion and theatre bowls, douche cans, sputum mugs, urinals, bed pans, graduated measures, and similar hospital holloware not including sinks, wash basins of built-in types, or kitchen utensils.

Hearing aid appliances:
The following articles and materials declared by a manufacturer for use by him only in making or repairing hearing aid appliances:
Cable, electrical.
Chokes.
Condensers.
Covers, plug.
Ear pieces or receivers, headphone types.
Gaskets.
Listening coils
Plugs or terminals (positive and negative).
Potentiometers.
Resistors.
Screws.
Sleeving, varnished, insulating.
Studs.
Switch levers.
Transistors.
Transistor holders.
Transformers.
Valves, amplifying.
Washers.

Hexamine (hexamethylene-tetramine), declared for sale only to, and for use only by tallow producers.

Hexylene glycol.

Horolith M.

Hoses:
Cotton cordage on declaration by a manufacturer for use by him only in making rubber hose.
Fittings, metal, declared by a manufacturer for use by him only in making high pressure hydraulic oil hoses.

Hydro extractors:
Parts, as may be approved, on declaration by a manufacturer for use by him only in making hydro extractors.

Ignition control and anti-knock preparations declared by a holder of a Wholesale Distributor's Licence under the Motor Spirits Duty Act 1961, that they will be used by him only for adding to motor spirit before the time of sale of such spirit by that wholesaler.

Insecticides:
Metaldehyde in powder form in packages of 100 lb. net weight or over, declared by a manufacturer for use by him only in making insecticides.
Organic solvents and bases, as may be approved, on declaration by a manufacturer for use by him only in the manufacture of insecticides and fungicides:
Approved:
Butoxy polypropylene glycol.
Espesol 3A.
Esso heavy aromatic naphtha.
Sodium naptha sulphonates for use in making insecticide oils:
Examples:
Agral 2 and 3.
Beta salt (irrespective of the use to which it will be put).
Twitchell base No. 2-2.
The following substances declared by a manufacturer for use by him only in making fly and insect powders and sprays:
Bucarpolate.
Delnav.
Diazinon technical.
Di-n-butyl succinate.
Glue, animal, Davis C.W.S. powdered.
Korlan (also known as Nankor).
Malathion.
Methoxychlor.
M.G.K. Intermediate 19.
M.G.K. 264.
Nexa fluid.
Piperonyl butoxide.
Pybuthrin.
Sevin.
Wetting agents for insecticides:
Examples:
Daxad 27.
Fluxit
Glutrin liquin liquor.
Lunevale wetting agent.
N.S.A.E. (Micronizer Processing Co.).
Ortho dry spreader.

Iodocasein/Calcium acetate when declared by a manufacturer for use by him only in making invalids' foods which if imported would be classed under Tariff item 43.

Iron ammonium citrate, declared by a manufacturer for use by him only as an ingredient in making 'Glaxo'.

Irons, kerosene:
Metal stampings in the rough and unbuilt, for use in making kerosene irons.

Iso-phthalic acid.

Iso-propyl alcohol declared by a manufacturer for use only for approved industrial purposes:
Approved:
Disinfectant making.
Lacquer or commercial grade, for making cellulose lacquers and industrial solvents.
Petropol for making brake fluid for vehicles or aircraft.
Pharmaceutical preparations.
Printing inks.
Rubber making.
Wood preservative making.

Iso-propyl benzoate.
Iso-propyl myristate.
Iso-propyl palmitate.

Details of the substantive tariff rates can be seen at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Trade Associations thought to be interested have been informed, and it is suggested that any British firm wishing to make representations might get in touch with its trade body.

Firms proposing to submit independent representations and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 11806/G.

Any British firm or Trade Association intending to make representations is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

AUSTRALIA

Details of tariff changes

DETAILS are given below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on September 17, 1965. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
27.09.000	[Petroleum oils and oils obtained from bituminous minerals, crude]	Free	Free	No change (Under new item 27.09.100)	
27.09	*Petroleum oils and oils obtained from bituminous minerals, crude:*			1d. per gal.	1d. per gal. (Under new item 27.09.900)
27.09.100	*As prescribed by by-law*	No change (Under former item 27.09.000)		Free	Free
27.09.900	*Other*	Free	Free (Under former item 27.09.000)	1d. per gal.	1d. per gal.
27.10	Petroleum oils, other than crude, and oils, other than crude, obtained from bituminous minerals; preparations that do not fall within any other item and that contain not less than 70% by weight of petroleum oil, or of oil obtained from bituminous minerals, where the oil is the basic constituent of such a preparation:				
27.10.100	[Enriched crudes; topped crudes; heavy distillates not falling within any other sub-item of this item; residuals; enriched residuals; oils, not being lubricating oils, for use as feed stock]	Free	Free	No change (Under new item 27.10.110)	
27.10.1	*Enriched crudes; topped crudes; heavy distillates not falling within any other sub-item of this item; residuals; enriched residuals; oils, not being lubricating oils, for use as feed stock:*			1d. per gal.	1d. per gal. (Under new item 27.10.190)
27.10.110	*As prescribed by by-law*	No change (Under former item 27.10.100)		Free	Free
27.10.190	*Other*	Free	Free (Under former item 27.10.100)	1d. per gal.	1d. per gal.
27.10.4	Gasoline and other oils having a flash point of less than 73° Fahrenheit when tested in an Abel Pensky closed test apparatus:				
27.10.49	Other:				
27.10.491	[As prescribed by by-law	Free	Free	No change. (Under new item 2710.491)	
27.10.492	For use as fuel for propulsion purposes in aircraft, as prescribed by by-law	0·957 shilling per gal.	0·957 shilling per gal.	No change (Under new item 27.10.492)	
27.10.499	Other]	1·23 shillings per gal.	1·23 shillings per gal.	No change (Under new item 27.10.493)	
				1·48 shillings per gal.	1·48 shillings per gal. (Under new item 27.10.499)
27.10.491	*As prescribed by by-law for the purposes of this sub-paragraph*	No change (Under former item 27.10.491)		Free	Free
27.10.492	*For use as fuel for propulsion purposes in aircraft, as prescribed by by-law*	No change (Under former item 27.10.492)		0·957 shilling per gal.	0·957 shilling per gal.
27.10.493	*As prescribed by by-law for the purposes of this sub-paragraph*	No change (Under former item 27.10.499)		1·23 shillings per gal.	1·23 shillings per gal.
27.10.499	*Other*	1·23 shillings per gal.	1·23 shillings per gal. (Under former item 27.10.499)	1·48 shillings per gal.	1·48 shillings per gal.

Note: Specific duties are shown in Australian currency: £A125 = £100 sterling.

VENEZUELA

Import of fertile eggs

IT HAS BEEN reported by HM Embassy at Caracas that the Ministries of Development and Agriculture have issued Resolution No. 379, dated September 2, on the subject of production of fertile eggs.

Under the resolution fertile eggs cannot be imported into the country with effect from July 1, 1966. Meanwhile, the Director of Commerce of the Development Ministry will continue to authorize import licences for fertile eggs in accordance with the fixed quotas until the above date.

Customs duty

HM EMBASSY at Caracas report that in the Venezuelan *Official Gazette* on September 8, the Ministries of Finance and Development have issued a new resolution increasing the duty on wooden boxes and crates, with effect from September 23, 1965:

Tariff No.	Description	Duty Bolivars per kilo gross weight
632.01.03	Boxes, cases, crates used solely for exporting national products	1

Have YOU lost business

because Commercial Officers and Trade Commissioners abroad have not been informed of the names and addresses of your local representatives and were consequently unable to put prospective buyers in touch with them?

This need not happen if you send full details of your agents abroad to:
Export Services Branch, Board of Trade,
Hillgate House, 35, Old Bailey,
London, E.C.4,
or any Regional Office of the
Board of Trade.

CHILE

Amendments to import list

THE following amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentage of prior deposit required and tax surcharge payable (see Col. 4) are the same, unless otherwise stated. If no figure is given, it should be understood that the percentages have yet to be fixed.

Section	Group	Item	Tax/Deposit
IV	15	Kidney beans	Free/Dep. 1,000%
V	24	Frozen chickens	Free/Dep. 10,000%
X	54	Blast furnace pig iron	Free/Dep. 10,000%
		Carbon steel, hot or cold-rolled, in small billets, flats	Free/Dep. 10,000%
XIII	81	Clay pigeons	20/Dep. 10,000%

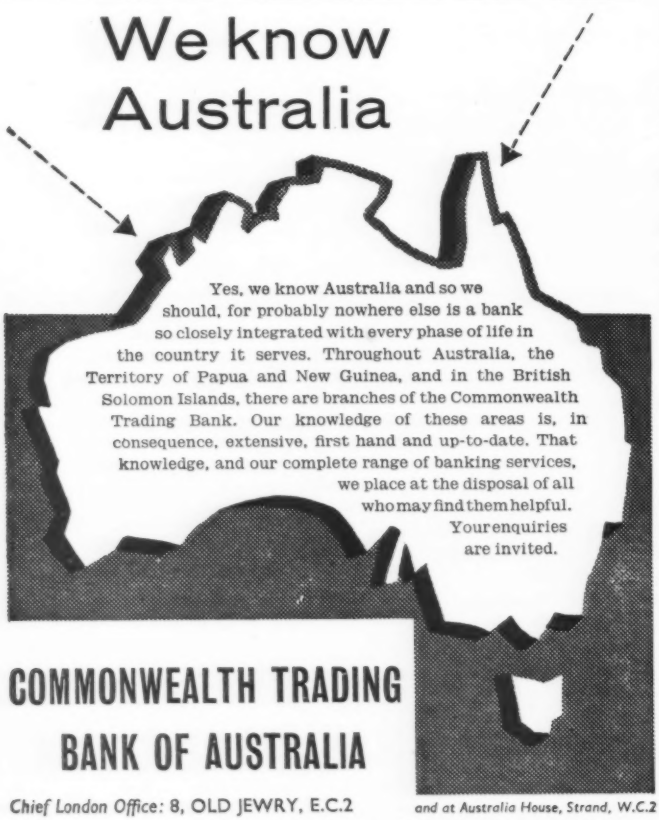
BOLIVIA

New customs tariff

THE BRITISH EMBASSY in La Paz have reported that a new Bolivian Customs Tariff was published on September 5 and supersedes the previous Tariff published on May 8, 1961.

The new Customs Tariff is intended to assist the development of the Bolivian economy by keeping duties on raw materials at a low level while giving increased protection to local industries. It reduces the number of individual taxes imposed and incorporates a closer definitiou of each class of goods.

Copies of the new Tariff in Spanish are available for inspection at Tariff Section of Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).


We know Australia
Yes, we know Australia and so we should, for probably nowhere else is a bank so closely integrated with every phase of life in the country it serves. Throughout Australia, the Territory of Papua and New Guinea, and in the British Solomon Islands, there are branches of the Commonwealth Trading Bank. Our knowledge of these areas is, in consequence, extensive, first hand and up-to-date. That knowledge, and our complete range of banking services, we place at the disposal of all who may find them helpful. Your enquiries are invited.
COMMONWEALTH TRADING BANK OF AUSTRALIA
Chief London Office: 8, OLD JEWRY, E.C.2
and at Australia House, Strand, W.C.2
Head Office: SYDNEY, N.S.W., AUSTRALIA

UNITED STATES

UK Scientific Mission

THE United Scientific Mission in Washington has prepared the following reports. Copies of the reports can be seen in the Board of Trade Statistics and Market Intelligence Library, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7066). The library can supply copies of the reports on payment of a photo-copying charge of 1s. per page.

Future trends in Telemetry (Report No. 65/56), August 1965, 9 pages.	A summary of some of the tech-developments of telemetry in the fields of industry, biomedicine, space science and oceanography.
Notes on design and materials for underwater vehicles (Report No. 65/57), September 1965, 15 pages.	A summary of papers presented at the Ocean Science and Ocean Engineering Conference in Wash-ington, June 1965, on underwater research and rescue vehicles cap-able of penetrating ocean depths.
The determination of pesticide pollution in surface waters (Report No. 65/53), August 1965, 6 pages.	A sumary of some of the tech-niques developed to identify very small concentrations (parts per trillion – American nomenclature) of pesticides in water. Particular emphasis is laid on the newer extraction methods, and some indications of the results of a nation-wide survey of river water are given.

CANADA

'Made in Canada' ruling

THE FOLLOWING RULING has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada'

Gas Pressure Regulators, for use on pipe having an internal diameter larger than ¾in. and up to and including 4in.
(Ruling effective September 13, 1965)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-22-1 dated September 13, 1965.

TRINIDAD AND TOBAGO

Import licensing

THE TRINIDAD and Tobago Government Notice to Importers No. 7 of 1965 amends the Open General Licence (see *Board of Trade Journal* of January 15, 1965, Page 138) by the addition of the following item to the list of goods which require specific licences.

Item No. 013-02.099 – Canned chicken.

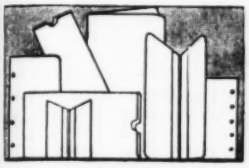
INDUSTRIAL FILM CATALOGUE

A new (1964-65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

*The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.*3. *Price* 4*s. post free.*

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



PVC Wallets and Containers

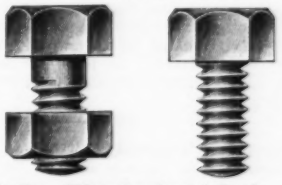
Salesmen's albums, document cases, cheque book and travel cheque holders, note cases, loose leaf binders, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: Willesden 5277

Screwing machines
For Bolts and Pipes
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd
106 Dockfields Road, Shipley, Yorks.
Shipley 53388

Bolts and nuts, screws, rivets, burrs, studding, washers
All sizes and types in any material



Abis & Co. (Birmingham) Ltd
Dennis Road, Sparkbrook, Birmingham, 12
Telephone: South 3781 (6 lines)

Ministry of Labour Gazette
Single copies 3s. 6d. (by post 3s. 11d.)
Annual subscription 46s. including postage

Obtainable from:
Her Majesty's Stationery Office
York House, Kingsway, London, WC2
423 Oxford Street, London, W1;
13A Castle Street, Edinburgh 2;
39 King Street, Manchester 2;
35 Smallbrook, Ringway, Birmingham 5;
109 St. Mary Street, Cardiff;
50 Fairfax Street, Bristol 1;
80 Chichester Street, Belfast;
or through any bookseller.

HOUSES for export

Whether you require housing for your staff on the Continent of Europe or a luxurious bungalow in the Bahamas, you can choose from the superb range of houses manufactured by
GUILDWAY LIMITED
Write to Peter Hall, Export Manager, for complete details or come and see the Show-houses at Guildford.

Guildway Limited
GUILDFORD · SURREY · ENGLAND · TEL: GUILDFORD 69201

Jacksons OF BOURNE END

Speciality millboards and fibreboards for industrial uses:

BOOK BINDINGS RADIO BACKS PIPE JOINTING
INDUSTRIAL BOXES PRESS BOARDS CAR PANELS
PALLETIZATION SHOE COMPONENTS
TRAVEL GOODS SPECIALITY PACKAGING
AND MANY OTHER USES.

JACKSONS' MILLBOARD & FIBRE CO. LTD.
Bourne End, Bucks.

EXPORT?

My organization, if appointed your export managers will do all the work, suffer all the headaches and carry the financial responsibility. If you are interested let us have a talk together. We offer a COMPLETE EXPORT SERVICE to manufacturers without their own Export Department.

Export Managers for: "BURGESS" Silencers; "HERMETITE" Joining Compounds; "COPYDEX" Textile Adhesive; "STEDIWELD" Arc Welders; "WINGARD" Auto Accessories.

Mark M. Cansick, M.S.M.A.

Mark Cansick & Co. Ltd.
EXPORT MERCHANTS & SPECIALIST EXPORT MANAGERS
44 HIGHGATE HIGH STREET, LONDON, N.6
Telephone: Mountview 0094/5 Cables: Cansico, London

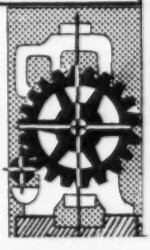
A must for all British exporters

Published daily, Monday to Friday giving up-to-date details of Calls for Tenders for all types of commodities and services from overseas countries. A special supplement 'World Economic Comments' is also issued quarterly.

Export Service Bulletin
Board of Trade
Export Services Branch
Hillgate House, 35 Old Bailey, EC4
Telephone: CITy 5757 Ext. 7058

IDDON BROTHERS LIMITED

MIXING MILLS.
PRESSES.
CALENDERS.
EXTRUDING AND BLOW MOULDING MACHINES.
HOSE WRAPPING AND BUILDING PLANT.
SPREADERS, ETC.



LEYLAND ENGLAND

Subscription form for the Board of Trade Journal

To HM Stationery Office:

London, S.E.1: P.O. Box 569
Manchester 2: 39 King Street
Cardiff: 109 St. Mary Street
Belfast 1: 80 Chichester Street
Edinburgh 2: 13a Castle Street
Birmingham 5: 35 Smallbrook, Ringway
Bristol 1: 50 Fairfax Street

Enclosed please find £5 6s. 8d. being one year's subscription to the BOARD OF TRADE JOURNAL
The copy should be sent to:

Name .....

Address.....

.....

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

REPRESENTATION IN LONDON. Accommodation and telephone facilities in prestige offices. Interviews and orders carried out. Office Sharers Limited, 6 Cavendish Court, 11/15 Wigmore Street, London, W.1. LANgham 3823.

IMPORT/EXPORT COMPANY with first class European and Scandinavian connections wish to offer their services to all manufacturing firms interested in developing the export market. Box M10583, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

TECHNICAL TRANSLATIONS by Engineer-linguists, into the mother tongue. Typescript or camera copy. E. W. SYKES, F.I.L. (Sp.), 39 West Close, WEMBLEY PARK, Middx. Tel: Arnold 4273.

NISSEN AND ROMNEY TYPE BUILDINGS. Large stocks of new and reconditioned buildings, packed for Export. Inquiries to: Naylors (Bilston) Ltd., Wolverhampton Street, Bilston, Staffs. Tel.: Bilston 41689-42448.

FOR SALE. 11 Dragonfly helicopters, ex-RN cost over £50,000 each when made. 9 in very good condition, 1 fair, 1 poor. £25,000 for the lot, or sold separately from £3,000 to £5,000, subject to BOT export licensing regulations. C. Powell & Sons Ltd., Central Garage, Cwm, Ebbw Vale. Tel. Cwm 258

BUSINESS OPPORTUNITIES. New Company Registrations. £25 complete, all trades, also Rapid Company Formation Service. Get *Advantages of Trading as a Limited Company*, 3s. post free. Also City of London Trade Exhibition and showcase space available (3,000 sq. ft. plus storage). Business Economy Limited (Dept. A/92), 156 Strand, London, W.C.2. TEM 8377/2294, 19 Walker Street, Edinburgh 3. CAL 1167.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road, (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 4 Norland Square London, W.11. Tel.: BAYswater 4477.

CANADA – Managing Director shortly visiting Canada with Trade Mission able to accept assignments. Send fullest details HUBER LTD., HUBEX HOUSE, FOURTH WAY, WEMBLEY, MIDDX. TELEX 261774.

"FLASH" Carton Case Opener. The Opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Box Strapping Equipment, Acme Steel Strapping Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308.

NEW KHAKI WEBBING, large quantity, haversacks, pack straps, pistol holsters, right and left straps, etc., for sale. Box S6194, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel.: Hayle 3213. Telex 45286.

EXPORTERS' TRANSLATION SERVICE, 68 Lichfield Court, Sheen Road, Richmond. Phone: RIC 4729. ALL LANGUAGES, e.g. into HUNGARIAN for the next BUDAPEST INDUSTRIAL FAIR: May 20-30, 1966.

"HOW TO FIND US" (Approach Road) Maps designed and printed to your order. Maplets to guide visitors, to factories, laboratories, research institutions, offices, staff colleges, schools, country houses, etc. Maps prepared for all parts of the country – urban or rural areas. Details and charges, Fyffe Industrial Location Maps, Bourne Chambers, St. Peter's Road, Bournemouth. Tel. (OBO/2) 25226.

Government Publications

required by customers in the North of England may be obtained quickly from

Her Majesty's Stationery Office, 39 King Street, Manchester 2

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	2 July 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	10 Sept. 1965
– final (Q)	9 July 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	22 Jan. 1965
Catering trades turnover (M)	17 Sept. 1965
Chemical industries production (6-M)	21 May 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	6 Aug. 1965
New companies registered (M)	17 Sept. 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	25 June 1965
Production, exports and orders (M)	This week
Film industry:	
British film fund agency returns (M)	This week
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	20 Aug. 1965
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	3 Sept. 1965
Foreign trade of the UK:	
Trade by air (6-M)	30 April 1965
Unit value and volume index nos. (M)	3 Sept. 1965
Value of overseas trade (M)	24 Sept. 1965
Gold and dollar reserves (M)	10 Sept. 1965
Hairdressing trades turnover (M)	24 Sept. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	20 Aug. 1965
Business (M)	10 Sept. 1965
Industrial building:	
Provisional figures (Q)	6 Aug. 1965
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	24 Sept. 1965
Investments and overseas earnings (6-M)	2 April 1965
Laundries and dry cleaners turnover (M)	24 Sept. 1965
Machine tools deliveries and orders (M)	20 Aug. 1965
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	24 Sept. 1965
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	3 Sept. 1965
Retail prices index (M)	24 Sept. 1965
Retail trade:	
Index nos. (M)	10 Sept. 1965
N. Ireland index (M)	24 Sept. 1965
Shipping movement at UK ports (M)	This week
Stocks:	
Manufacturers and distributors (Q)	10 Sept. 1965
Retail (M)	17 Sept. 1965
Textiles:	
Clothing and textile orders and deliveries (M)	24 Sept. 1965
Man-made fibres production (M)	10 Sept. 1965
Wholesale houses sales (M)	17 Sept. 1965
Wool and cotton output (M)	24 Sept. 1965
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	3 Sept. 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	17 Sept. 1965

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	17 Sept. 1965
Board of Trade Regional Organization	This week
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	9 July 1965
British Commercial Representatives Overseas	27 Aug. 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	9 July 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London (K98) S.O. Code No. 72-3576.

Britain's Enterprising Exporters study the Board of Trade Journal

Make sure they know what aids to efficiency you can offer them by advertising in colour in the Board of Trade Journal

Thousands of these regular readers use

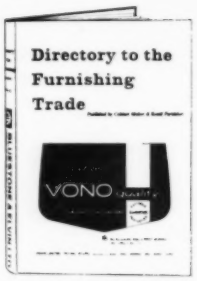
banks
buildings
cars, vans
catering facilities
cleansing services
electrical goods
engineering equipment
export services
finance houses
freight services
fuel
insurance
lifting gear
neon signs
packing materials
print
stationery
tools
translation agencies

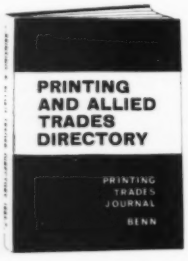
and they also need office equipment

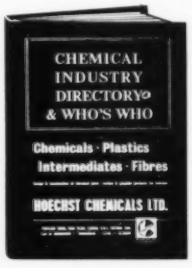
Illustration by courtesy of Port of London Authority

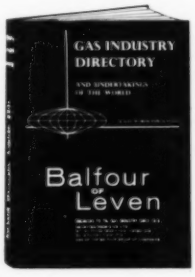
ALL THESE TRADE DIRECTORIES GIVE A FIRST-CLASS SERVICE TO INDUSTRY AND COMMERCE — each is a necessary reference book and an invaluable guide for Buyers.

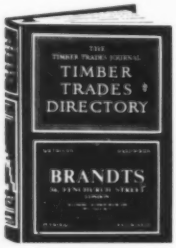
Note especially Ports of the World —

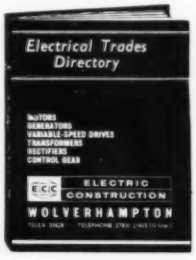


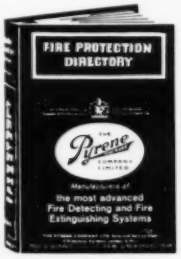


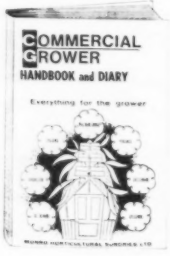


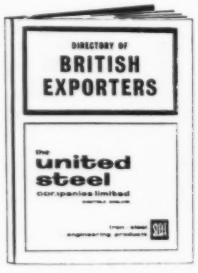


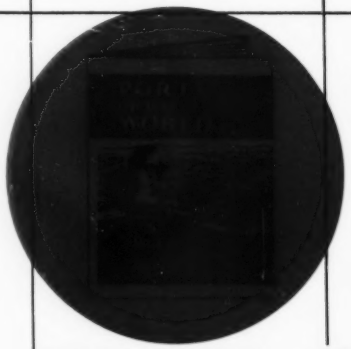












BENN GROUP

for each of these valuable reference books a fully-descriptive folder is available on request to Promotion Dept (D)

BENN BROTHERS LIMITED · BOUVERIE HOUSE · 154 FLEET STREET · LONDON EC4 · FLEet Street 3212 (26 lines)